

# GRAIN DEALERS JOURNAL

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In Organized Markets Only Members of the Local Grain Exchange Will Be Listed

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Blair Elevator Co., receivers and shippers.\*

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Lederer Bros., grain receivers.\*  
Manger & Co., J. A., grain, seeds, hay.\*  
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Hasenwinkle Grain Co., grain brokers.  
Slick & Co., L. E., grain brokers.  
Smith-Hamilton Grain Co., brokerage.  
Worth-Gyles Grain Co., cash and futures grain.

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Pratt & Co., receivers, shippers of grain.  
Urmston Grain Co., grain commission.\*

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Thistlewood & Co., grain and hay.

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Flanders, Junius A., grain broker, mill feeds.

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Dole & Co., J. H., grain and seeds.\*  
Freeman & Co., Henry H., grain, hay, straw.  
Gerstenberg & Co., grain, seeds.\*  
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McKenna & Rodgers, commission merchants.\*  
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Mumford & Co., W. R., grain, hay, millstuffs.\*  
Nash-Wright Grain Co., grain, prov., seeds.\*  
Norris Grain Co., grain merchants.\*  
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Perrine & Co., W. H., grain and commission.  
Press & Co., W. G., grain, provisions, stocks, etc.  
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Quinn, Geo. B., grain commission.  
Rosenbaum Bros., receivers, shippers.\*  
Rothschild Co., D., barley and malt.  
Rothschild Co., The Moses, general grain com'n.  
Rumsey & Company, grain commission.\*  
Sawers Grain Co., grain commission.\*  
Schiffman & Co., P. H., commission.\*  
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Staffer & Co., J. C., grain merchants.\*  
Somers, Jones & Co., grain and field seeds.\*  
Thayer & Co., Clarence H., commission.  
Wagner & Co., E. W., receivers and shippers.\*  
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Sheets Elevator Co., The, grain, hay, straw.  
Shepard, Clark & Co., grain merchants.\*  
Star Elvtr. Co., receivers, grain, hay, straw.\*

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Hutton, Collins & Frenzel, grain brokers.

### DECATUR, ILL.

Smith & Co., F. P., grain brokers.

### DENVER, COLO.

Ayres Mercantile Co., The, F. C. milling wheat.  
Best & Co., J. D., buy and sell all grains.\*  
Cash Commission Co., grain merchants.  
Crescent Mill & Elvtr. Co., The, wheat, corn, oats.  
Denver Elevator Co., The, grain merchants.  
Farmers Grain Co., receivers, shippers.  
Johnson, R. C., grain & bags.  
Harrington Plumer Merc. Co., The, alfalfa hay.  
O'Donnell Grain Co., wholesale grain.  
Summit Gr'n & Coal Co., wh't, corn, oats, rye, bly.

### DES MOINES, IA.

Taylor & Patton Co., buyers and shippers.\*

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Board of Trade Members.

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McCabe Bros. Co., grain commission.  
Randall, Gee & Mitchell, grain commission.  
United Grain Co., grain commission.  
White Grain Co., receivers and shippers.

### ENID, OKLA.

White Grain Co., The, receivers and shippers.

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King, Douglass W., grain feedstuffs, seed.

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Prillaman & Co., G. H., cash grain & bkg.

### FRANKFORT, IND.

Frank & Co., Wm., grain brokers.\*

### GALVESTON, TEX.

Board of Trade Members.

Fordtran, J. S., grain commission merchant.  
Wisrodt Grain Co., wholesale grain eltr., facilities.

### GREENVILLE, O.

Grubbs Grain Co., E. A., track buyers.\*

### HASTINGS, NEBR.

Stockham Grain Co., E., whole grain & feed.

### HOUSTON, TEX.

Gulf Grain Co., grain, hay, millfeed.  
Rothschild & Co., Sigmund, domestics expt. grain.

### HUTCHINSON, KAN.

Bolin Hall Grain Co., Kans. hard wheat.  
Central Grain Co., grain, feed, mill prdts.  
Gauo Grain Co., grain merchants.  
Goffe & Carkener, receivers & shippers.  
Hayes Grain Co., John, receivers & shippers.  
Hugoton Elvtr. & Whse. Co., kafir, milo maize.  
Hutchinson Flour Mills, flour, wheat, corn.  
Jennings Grain Co., C. D., consignments.  
Larabee Flour Mills Co., want mlg. wheat.  
McClure Grain Co., J. B., grain & seeds.  
Pettit Grain Co., L. H., gr. com., recvrs., shprs.  
Sylvia Milling Co., grain & feed.  
Turon Mill & Elvtr. Co., recvrs. & shprs.  
Rock Mill & Elvtr. Co., wheat, corn, oats.  
Union Grain Co., mlg. wheat, kafir, milo.

### INDIANAPOLIS, IND.

Board of Trade Members.

Belt Elvtr. & Feed Co., receivers and shippers.  
Boyd Grain Co., Bert A., strictly brkg. & com.\*  
Central Grain & Seed Co., recvrs. and shippers.\*  
Gale Bros. Co., grain, hay, feed.\*  
Kinney Grain Co., H. E., receiver and shipper.\*  
Merchants Hay & Grain Co., grain, hay, feed.  
Miller Grain Co., receivers grain and hay.  
Minor, B. B., grain consignments solicited.

### INDIANAPOLIS—Continued.

Montgomery & Tompkins, receivers and shippers.  
Mutual Grain Co., grain commission.\*  
Star Elevator Co., grain merchants.  
Urmston Grain Co., receivers & shippers.\*  
Witt, Frank A., grain commission & brokerage.

### JACKSON, MICH.

Stockbridge Elvtr. Co., trk. buyers, slrs, gr. & sds.

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Board of Trade Members.

Aylsworth, Neal, Tomlin Gr. Co., recvrs., shprs.  
Bruce Bros. Grain Co., consignments.  
Christopher & Co., B. C., grain commission.\*  
Croysdale Grain Co., grain commission.  
Davis Grain Co., A. C., grain commission.\*  
Denton Kuhn Gr. Co., consignments.\*  
Ernst-Davis Grain Co., commission.\*  
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Mensendieck Grain Co., consignments.  
Moore-Lawless Grain Co., grain receivers.\*  
Moore-Seaver Grain Co., receivers & shippers.\*  
Morrison Grain Co., commission merchants.  
Moss Grain Co., consignments, future orders.  
Nicholson Gr. Co., W. S., grain commission.\*  
Norris Grain Co., grain merchants and exporters.  
Parker Corn Co., corn, oats, kafir, milo.  
Roehen Grain Co., E. E., grain, flour, millfeed.\*  
Russell Grain Co., hay our specialty.  
Sculiar-Bishop Grain Co., consignments.  
Smith-Vincent & Co., recvrs., shprs., expts.  
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Terminal Elevators, receivers, shippers.\*  
Twidale-Wright Grain Co., consignments-futures.  
Thresher Fuller Grain Co., grain commission.\*  
Vanderslice-Lynds Co., commission merchants.\*  
Watkins Grain Co., commission merchants.  
Western Grain Co., grain, mill feed, hay.

### KENTLAND, IND.

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### LINCOLN, NEBR.

Lincoln Grain Co., cash and futures grain.  
Paul, J. M., grain broker.

### LITTLE ROCK, ARK.

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Fruechtenicht, Henry, hay, grain, mill products.

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### MANSFIELD, OHIO.

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Buxton, E. E., broker and commission merchant.  
Davis & Andrews Co., grain dealers.\*  
Hasenwinkle Co., H. J., consignments.  
U. S. Feed Co., grain, hay, millfeed.  
Webb & Maury, brokers and com. merchants.  
Wyatt, E. W., grain, hay, mill feed broker.

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Alley Grain Co., oats, corn, wheat, seeds.\*

### MILWAUKEE, WIS.

Chamber of Commerce Members.

Fagg & Taylor, shprs. corn, oats, barley.  
Frankie Grain Co., receivers and shippers.  
Kamm Company, P. C., barley and rye.\*  
Owen & Brother Co., grain commission.  
Rialto Elvtr. Co., grain receivers & shippers.  
Stacks & Kellogg, grain merchants.

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Chamber of Commerce Members.

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Renson-Newhouse-Staback Co., grain com.  
Briggs Grain Co., grain merchants.  
Cargill Commission Co., grain commission.  
Carter, Sammis & Co., grain commission.  
Cereal Grading Co., grain merchants.  
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Davies & Co., F. M., grain commission.\*  
Getchell-Tanton Co., grain commission.  
Gould Grain Co., grain merchants.  
Hankinson & Co., H. L., grain commission.  
Lewis & Co., Chas. E., consignments.  
Marfield Grain Co., grain commission.\*  
McCaull Dinsmore Co., consignments solicited.\*  
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Quinn Shepherdson Co., grain commission.\*  
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Stair, Christensen & Timmerman, gr. commission.\*  
Turle & Co., grain commission.  
Van Dusen-Harrington Co., grain merchants.\*  
Winter-Truesdell-Ames Co., grain com.  
Zimmerman, Otto A., barley & oats my specialty.\*



## Directory of the Grain Trade

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### NEWARK, N. J.

Smith & Wallace Co., J. C., receivers, shippers.

### NEW CASTLE, IND.

Mercer, Frazier & Holloway, field seeds & grain.

### NEW CASTLE, PA.

Hamilton, C. T., grain, hay, straw, millfeed, pro.

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### OGDEN, UTAH.

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Cowan, Arthur, grain, hay and feed.

### OMAHA, NEBR.

Grain Exchange Members.

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Holmquist Elevator Co., receivers and shippers.\*

Merriam Commission Co., consignments.

Oline Grain Co., consignments.

Omaha Elevator Co., receivers, shippers.\*

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Trans-Mississippi Grain Co., recvrs. & shprs.\*

United Grain Co., grain commission.

Welsh Grain Co., grain, hay consignments.

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Grier & Co., T. A., grain commission.\*

Miles, P. B. & C. C., grain commission.\*

Mueller Grain Co., receivers and shippers.\*

Rumsey, Moore & Co., grain receivers.\*

Tyng, Hall & Co., grain commission.\*

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Dunwoody Co., Etl., flour, grain feed.\*

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Lemont & Son, E. K., hay, grain, millfeed.\*

### PHILADELPHIA—Continued.

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Richardson Bros., grain, flour, millfeeds.\*

Richardson, Edw. M., grain and feeds.\*

Stites, A. Judson, grain and millfeed.

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Geldel & Leubin, grain and hay.

Hardman & Heck, grain, hay and millfeed.\*

Heck & Co., W. F., grain, hay and millfeed.\*

Herb Bros. & Martin, grain and hay.\*

McCague, R. S., grain, hay.\*

Smith & Co., J. W., grain, hay.\*

Stewart, D. G., grain, hay, feed.

Walton Co., Samuel, grain and hay.\*

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### SAGINAW, MICH.

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Elwood Grain Co., brokers & shippers wheat, corn.

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Graham & Martin Grain Co., grain commission.\*

Hunter Grain Co., grain commission.

Marshall-Hall-Waggoner Grain Co., grain com.

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Langenberg Bros. Grain Co., grain commission.\*

Morton & Co., grain, hay and seeds.

Mullally Com. Co., Martin, consignments.\*

Nanson Commission Co., grain commission.\*

Picker & Beardsley Com. Co., grain & grass seed.\*

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Paddock Hodge Co., The, receivers and shippers.

Rundell & Co., W. A., grain and seeds.\*

Southworth & Co., grain and seeds.\*

Wickenbiser & Co., John, grain revrs., shippers.

Young Grain Co., consignments, futures.

Zahn & Co., J. F., grain, seeds.\*

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Bruce Bros., Grain Co., consignments.

Burdg Grain Co., Clark, consignments.

Craig Grain Co., J. W., consign'ts & mill orders.\*

Hacker Grain Co., recvr., shpr. grain feed.

Harold Grain Co., J. R., milling wheat.

Kansas Flour Mills Co., The, exptrs., consigna'ts.

Kansas Milling Co., The, millers and grain dealers.

Keith Grain & Com. Co., grain & commission.\*

Kelly Grain Co., Edward, consignments.\*

Kemper Grain Co., The, receivers and shippers.\*

Marshall Hall-Waggoner Grain Co., exporters.

Norris Grain Co., The Exporters.\*

Powell & Co., L. H., receivers and shippers.\*

Roehen Grain Co., E. E., grain, flour, mill feed.\*

Roth Grain Co., receivers and shippers.

Strong Grain & Coal Co., B., grain & coal.\*

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Wallingford Bros., corn, wheat, oats.\*

Williamson Grain Co., grain commission.\*

Woodside Smith Grain Co., receivers & shippers.

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### WINFIELD, KANS.

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## GRAIN

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GRAIN DEALERS JOURNAL



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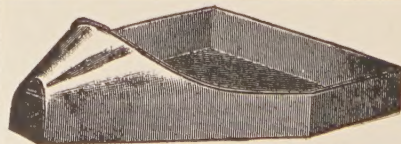
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*Give us a trial—We guarantee Satisfaction***K**ansas City's  
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ompany**ERNST-DAVIS  
GRAIN COMPANY***Special Attention  
Given Futures*

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**CONSIGNMENTS**

KANSAS CITY, MO. WICHITA, KANS.

We Have Real Selling Ability.  
Use it for your Consignments.**W. S. NICHOLSON GRAIN CO.**Established 1895  
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**Grain and Hay**

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**TWIDALE-WRIGHT GRAIN CO.**Board of Trade, KANSAS CITY, MO.  
Consignments and Future Trades Solicited  
*The last word in  
Consignment Service***CROYSDALE GRAIN CO.**KANSAS CITY'S OLDEST  
CONSIGNMENT HOUSE  
**KANSAS CITY, MO.**It is the returns from advertising that  
permits the maximum of service to our  
readers. Please specify the *Grain  
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advertiser.**WESTERN GRAIN CO.**Own and Operate PRIVATE ELEVATOR  
**SHIPPERS** Wheat Corn Oats Barley  
Milo Maize Kaffir Mill Feed  
Write for Samples and Quotations Kansas City Mo.**MOORE-CEAVER GRAIN CO.**  
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**THOMAS SLAYLER GRAIN CO.****STEVENSON**  
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**SATISFIES****CONSIGN YOUR  
GRAIN****STEVENSON GRAIN CO.**

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201 NEW ENGLAND BUILDING  
KANSAS CITY, MO.



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**Yes Sir**

Anything Grain and Seeds  
**FOX-MILLER GRAIN CO.**  
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**KAFIR CORN  
FETERITA  
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We buy and sell  
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**WHEAT - CORN - OATS**  
—TO—  
**DUMONT, ROBERTS & CO.**  
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"The top o' the market to you."

Established 1865  
**J. S. LAPHAM & CO.**  
GRAIN AND COMMISSION MERCHANTS  
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**H. C. CARSON & CO.**  
WHEAT — CORN — OATS — RYE — BEANS  
412 Penobscot Bldg., DETROIT  
"CONSIGN TO CARSON"

ESTABLISHED 1878  
**F. J. SIMMONS & CO.**  
Consignments a Specialty for Thirty-Seven Years  
**GRAIN AND HAY**  
ASK FOR OUR DAILY CARD BIDS

"Swift Service" Satisfies  
**Swift Grain Company**  
DETROIT, MICHIGAN  
Members: Detroit Board of Trade  
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**CAUGHEY-JOSSMAN CO.**  
Successors to  
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**THE CHURCHILL GRAIN & SEED COMPANY**  
RECEIVERS AND SHIPPERS BUFFALO, NEW YORK

**A. W. HAROLD**  
**GRAIN BARLEY** *A Specialty*  
717 Chamber of Commerce, - BUFFALO, N. Y.

**Electric** A reliable service designed to  
Consignment meet the requirements of ship-  
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We solicit your shipments.  
**ELECTRIC GRAIN ELEVATOR  
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FOR BEST RESULTS  
SHIP YOUR GRAIN TO  
**W. G. Heathfield & Co., Inc.**  
Consignment Specialists  
Chamber of Commerce, BUFFALO, N. Y.

Ship Your  
**New Corn**  
to Buffalo  
**PRATT & CO.**

have all facilities to handle new corn  
right REGARDLESS OF ITS  
CONDITION, as they operate the  
New up-to-date Superior Elevator.  
*Watch our Bids. Consignments Solicited*  
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ACCOUNT BOOKS for sale by  
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Room 39 Chamber of Commerce, Peoria, Ill.

**RUMSEY, MOORE & CO.**  
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Board of Trade PEORIA, ILL.  
Your Consignments solicited—Personal attention—  
Quick Returns to all. Ask for Our Bids

**BUCKLEY, PURSLEY & CO.**  
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Our Boy Solomon  
Talks for  
**C. A. KING & CO.**  
Read Their Specials, Grain and Seeds  
Be Friendly, Write Occasionally

**JOHN WICKENHISER & CO.**  
Wholesale Grain Dealers  
TOLEDO, OHIO  
We make track bids and quote delivered prices.  
Solicit Consignments of Grain and Clover Seed.  
Members Toledo Produce Exchange and Chicago  
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CONSIGNMENTS FUTURES  
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**"SEND IT TO ZAHM"**

THAT Consignment of Wheat, Oats, Corn  
or Seed.  
THAT Order for Futures—Toledo or Chicago.  
TOLEDO is the real market for Red Clover,  
Alfalfa and Timothy futures.  
**J. F. ZAHM & CO., Toledo, Ohio**  
Here Since 1879. Ask for Our Daily Red Letter—Free

**CLARK'S CAR LOAD Grain Tables for Reducing Pounds to Bushels**

SEVENTH EDITION REVISED AND ENLARGED.  
7—32 lb. tables, 20,000 to 97,000 lbs.; 5—34 lb. tables, 20,000 to 74,000 lbs.; 7—48 lb. tables, 20,000 to 97,000 lbs.; 9—56 lb. tables, 20,000 to 118,000 lbs.; 9—60 lb. tables, 20,000 to 118,000 lbs.  
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ASK FOR DELIVERED CORN PRICES

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SELL OR CONSIGN US

**"All We Know Is Consignments"**

**MERRIAM COMMISSION CO.**  
Brandels Bldg. GRAIN OMAHA

**Omaha Consignments**RECEIVE MORE-THAN-SATISFACTORY-SERVICE  
WHEN CONSIGNED TO**UPDIKE-GRAIN-CO.**

**Geo. A. Roberts**  
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GRAIN MERCHANTS  
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SOLICITS YOUR GRAIN CONSIGNMENTS  
ALFALFA AND PRAIRIE HAY FOR SALE

**CROWELL ELEVATOR COMPANY**  
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GRAIN  
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OMAHA

**SERVICE**

IS WHAT YOU WANT

Wire Us for Prices on All Kinds of Grain and Chops  
**Cavers Sturlevant Co.**  
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**Clark's**  
Car  
Register

Shows at a glance where to look for the record of any car of grain. It is made of heavy ledger paper, is well bound and indexed. Size 11x14 1/2 in.

No. 40. Contains spaces for 9000 cars  
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315 So. La Salle Street

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OMAHA, NEBRASKA**RECEIVERS, SHIPPERS AND BROKERS**

**Paul Kuhn & Co.**  
Receivers and Shippers  
GRAIN  
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**BALDWIN GRAIN COMPANY**  
GRAIN BROKERS  
BUYERS OF CAR LOTS  
R. C. BALDWIN, Mgr. BLOOMINGTON, ILL.

**MATTHEW D. BENZAQUIN**  
GRAIN AND FEED  
Brokerage and Commission  
DOMESTIC AND EXPORT  
505 Chamber of Commerce, Boston, Mass.



## RECEIVERS, SHIPPERS AND BROKERS

**L. C. McMURTRY GRAIN CO.**

RECEIVERS AND SHIPPERS — KAFFIRAND MAIZE  
Milling and Export Wheat, Oats, Rye, Barley, Etc.  
Write or Wire Us when in the market.  
**PAMPA, TEXAS**

**Write Us** H. J. Hasenwinkle Co., want  
your consignments for the  
Memphis market.

**COBB GRAIN CO.**  
PLAINVIEW, TEXAS

Dealers in All Kinds of Grain and Seeds

Members { Panhandle Grain Dealers' Assn.  
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**E. I. BAILEY**  
CLEVELAND, OHIO

Receiver and Shipper of  
Corn, Oats, Millfeed

ASK FOR PRICES

**JUNIUS A. FLANDERS**  
GRAIN BROKER  
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regular country shippers  
to become familiar with  
your firm name, place  
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**STACKS & KELLOG**  
GRAIN MERCHANTS

480 Commerce St. MILWAUKEE, WIS.  
We also handle all grades of chicken feed wheat, feed  
barley, screenings, off-grade and damaged grain.  
Operating Private Elevator

**E. A. GRUBBS GRAIN CO.**  
Greenville, Ohio

Wants Correspondence with members of the  
Grain Dealers National in Ohio, Indiana and  
Illinois. We want strictly sound winter wheat,  
yellow shelled corn and re-cleaned white oats.

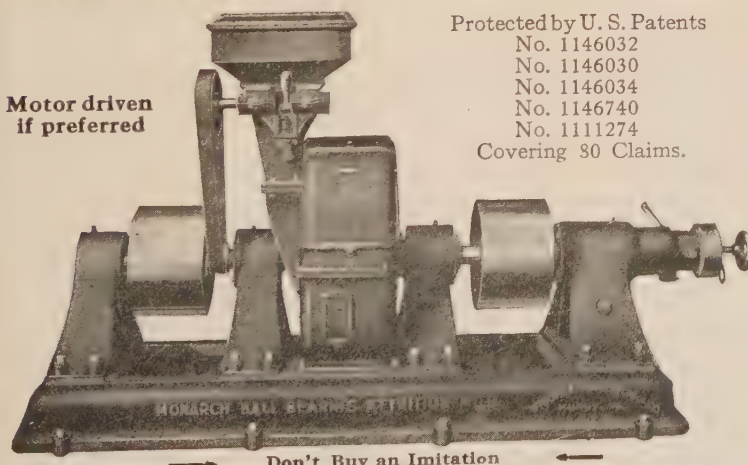
## Not an Experiment—a Great Big Success

Actual results, in plants where accurate, comparative cost records have been kept, is the basis on which we now recommend and sell the original Ball Bearing Feed Grinder.

In introducing it, six years ago, we claimed that it was the most economical milling utility that had been offered to the trade in years.

Every one of the many users will now testify that the savings which they have accomplished through its use, are more than we ever claimed or guaranteed when we sold them.

## THE MONARCH BALL BEARING ATTRITION MILL



Why not take advantage of this "good thing" and apply it to your business?

You can't "go wrong" by selecting The Monarch. It is the ONE Attrition Mill which is endowed with the original, patented principles which created value and is just as strong as the guarantee which goes with it—which has never failed or been questioned.

Save and earn. Save power, lubricant, plate changing delays, tramping trouble and regrinding expense. Earn prestige, profits, leisure and satisfaction. You can do it with The Monarch. Start now.

Let us help you to apply this mill to your business. No cost or obligation for information, proof or explanation, WRITE TODAY

**Sprout, Waldron & Co.**  
Milling Engineers

Main Office and Works:

Chicago Office:  
No. 9 S. Clinton Street

MUNCY, PA.  
P. O. Box No. 26

**If What You Want you see advertised, tell the advertiser. If Not--Tell the Journal**



## Superiority Acknowledged by Imitation

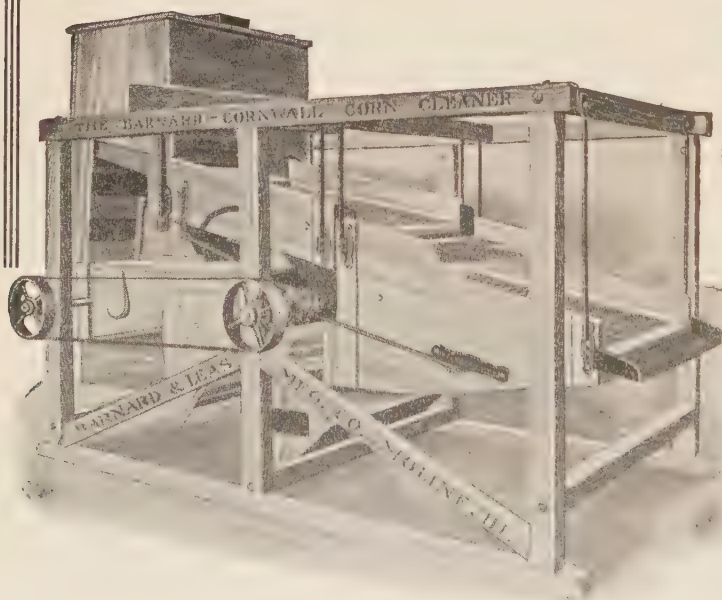
The Barnard-Cornwall Corn Cleaner needs no introduction to the elevator trade. Wherever corn is grown, it is well and favorably known. It was the first of the shaker corn cleaners, and was so superior to the ordinary rolling screen cleaner that its success was immediate and complete. It now has imitators all over the country. These imitators, however, all lack the one essential feature that has given it its great popularity. This is its patent finger sieve, which is of special construction and is the only form of sieve that will not clog and will remove the small cob ends and pieces of cob always present in corn cleaned by other machines.

The shaker is made in two parts as shown in the cut, and is operated by separate pairs of eccentrics working opposite each other.

These parts are constructed in such a way that the corn, shucks and cobs in passing from one to the other must pass over a row of steel rods of different lengths and then drop several inches. This serves to shake up the mass of shucks, cobs, etc., and allow the corn to fall through onto the tail sieve and give it a chance to make a better separation. The use of these rods and the extra drop is a valuable feature where there are many shucks mixed with the corn, since it prevents the corn from tailing over with the shucks, and thus increases the capacity of the machine.

The machine is essentially a corn cleaner, but is also adapted for first cleaning of other kinds of grain, such as wheat, oats, etc., by changing the sieves, and is a very good receiving separator.

Write for catalogue fully describing this wonderful machine. It is yours for the asking.



**BARNARD & LEAS MFG. CO.**  
 MILL BUILDERS AND  
 MILL FURNISHERS  
 ESTABLISHED 1860. MOLINE, ILLINOIS, U.S.A.



Would You Like to Add  
**\$1,000<sup>.00</sup>** TO **\$5,000<sup>.00</sup>**  
 To Your 1916 Profits?



Did you read our advertisement with this heading in the February 10th issue of this paper?

We were surprised at the large number of responses we received.

They plainly indicated that grain elevator men were alive to the fact that there is "GOOD MONEY" in the feed business, especially if "GOOD FEEDS" backed by a "GOOD RESPONSIBLE" manufacturer were handled.

You will be surprised at the BIG BUSINESS you can do, not only on

# SCHUMACHER FEED

but on all our various brands of Dairy, Horse, Hog, Cattle and Poultry Feeds.

If you did not write for "Our interesting *profit-making* proposition for Grain Elevator men"—DO IT NOW—get into line with the big lot of progressive elevator men who so quickly responded to our first advertisement.

It means a lot of *extra money* for you in 1916.

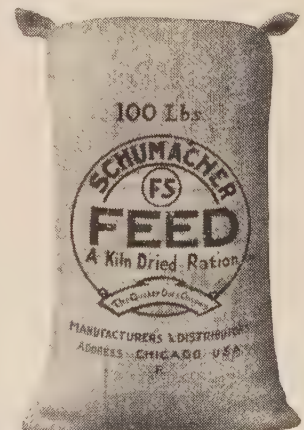
We are running right now in the leading farm journals a monster advertising campaign—double page spreads and single pages—creating a tremendous demand for our feeds. Now is the big feed selling season. Get busy and get lined up at once. Get this extra profit and at the same time start building a permanent, money-making addition to your regular business.

Buy the farmers' grain—sell him our feeds instead. A double profit for you and a money making proposition for the farmer.

Write to us today—simply say—"I am interested—send me full information."

ADDRESS:

**The Quaker Oats Company,**  
**Chicago, U.S.A.**







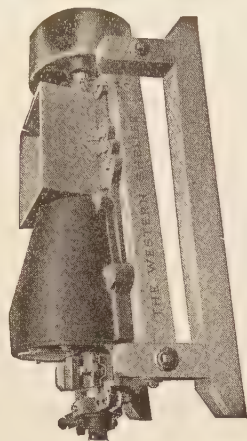
"Western" Pitless Sheller

# WESTERN Shellers and Cleaners

have been on the market for over forty years and have always given the greatest satisfaction. Western on grain elevator machinery is an assurance that it can be relied upon to deliver the service for which it was intended—it means better machinery.

## Western Pitless Sheller

This machine is built to supply the demand for a sheller that will discharge directly into the elevator boot, thereby doing away with the deep pit or tank under your elevator. It is the only fan discharge sheller on the market which WILL NOT CRACK THE CORN. Durable, simple, satisfactory. 125 to 2500 bushels per hour.



"Western" Regular Warehouse Sheller

## Western Regular Warehouse Sheller

The best warehouse sheller on the market. It is simple in construction, and is easily adjusted to suit the different conditions of corn by the use of our patent adjusting lever, with which the shelling surfaces are opened or closed instantly and while sheller is working at full capacity.

## Western Combined Corn and Grain Cleaner

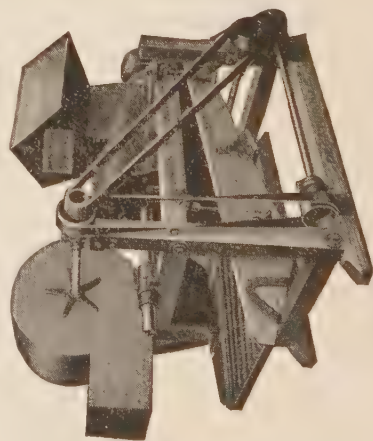
This machine was designed to handle corn and cob as it comes from the sheller; also to reclean corn, oats, wheat and other small grains without changing the screens. It embodies features not found in any similar one, and is, without doubt, the most popular combination cleaner ever offered to the grain elevator trade. It is simple in construction and easily installed. Sent on thirty days' free trial to responsible parties.

## Western Mill Sheller

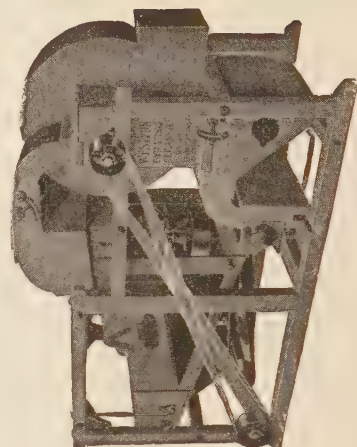
This is a perfect machine of small capacity. Is simple, strong, durable, self-feeding, dustless, noiseless, easily adjusted to suit different conditions of corn. Shells the corn from the cob and cleans it perfectly with a suction fan. Runs at a low speed; requires but little power.

## Western Gyrating Cleaner

Cleans more grain better than any other cleaner of equal capacity on the market, better separation, better control, less vibration, greater durability, and the least expensive and most convenient machine to install. Cleans small grains as well as corn with simple and easy changing of adapted screens.



"Western" Mill Sheller



"Western" Gyrating Cleaner

THE WESTERN LINE of grain elevator machinery consists of other machines than those minutely described here. Advise us of your needs and let us furnish you with further information.

# UNION IRON WORKS

Decatur, Illinois

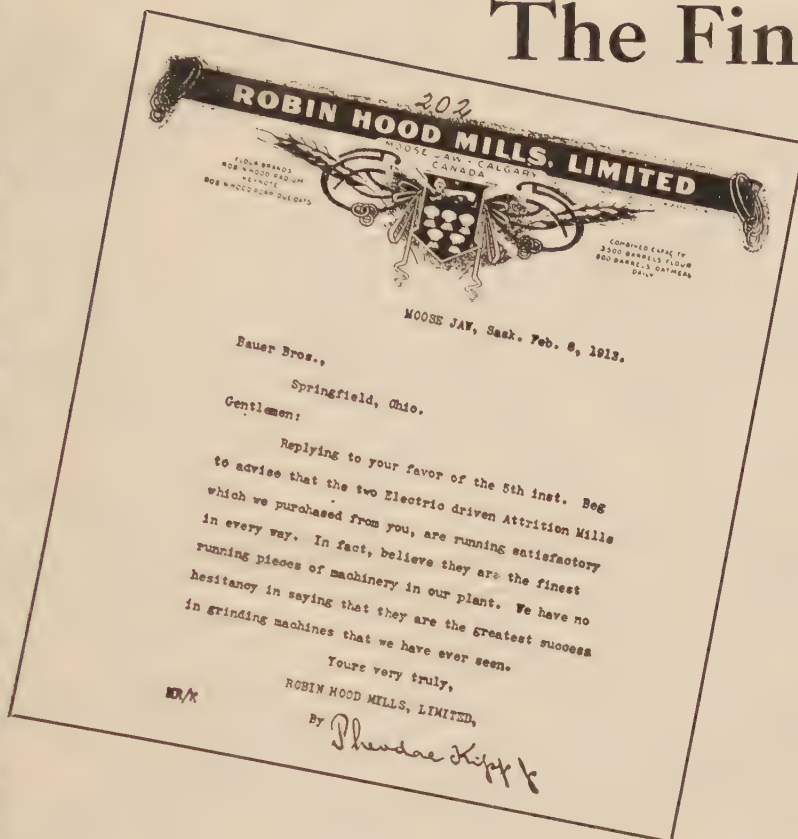




SCIENTIFIC



## The Final Proof



The written proof of hundreds of experienced practical feed grinders proves the case for the "SCIENTIFIC." We did not ask for these letters, but "SCIENTIFIC" owners from every part of the country have voluntarily written us, endorsing every feature of the

## Scientific Ball Bearing Attrition Mill

You are in business for profit, and you want machinery that gives the largest production at least cost and without trouble. The "SCIENTIFIC" *fills the bill*. Designed right and built right, it works for you day in and day out. Its production is constant and uniform, and there are no breakdowns or repair bills to waste your profits. Uniform grinding brings the business to your mill—the "SCIENTIFIC" does the rest.

Our customers talk for us. Write for our booklet—"Straight from the Shoulder."

THE BAUER BROS. CO.

FORMERLY THE FOOS MFG. CO.

506 Bauer Bldg.

SPRINGFIELD, OHIO



SCIENTIFIC





# For GRAIN ELEVATOR Equipment

Engines—For Power

Rope—For Drives

Belting—For Buckets

Boots—For Elevator

Boxes—For Bearings

Shafting and Pulleys

Cleaners—Shellers—Grinders

Scales for Every Service



## American Supply Company

Under New Ownership

Omaha, Neb.

## HOWE SCALES

Buyers or Sellers by Weight  
Should Own

### HOWE SCALES

#### Because

They are *Ball Bearing*  
They are *Everlasting*  
They are *Most Accurate*  
They are *Strongest*  
They are *Simplest*  
They are *Easiest to Install*  
And *Cheapest* in the end

ALL STYLES

ALL SIZES

COMPLETE STOCK



### New Portable Automatic

Very simply constructed. Consists of  
Dial and Scale Parts Only

Recommended for

*Commission Men*  
*Produce Men*  
*Express Companies*  
*Factories*  
*Laundries*  
*Warehouses*

CAPACITY UP TO 1100 POUNDS

Made with or without Tare and  
Capacity Bars

Sole Distributors  
for

Nebraska

1104 Farnam St.

Omaha



Sole Distributors  
for

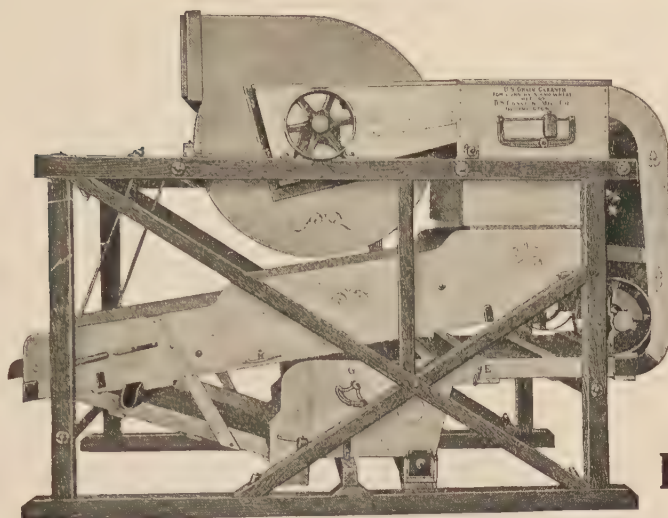
Nebraska

1104 Farnam St.

Omaha

## Nebraska Scale and Supply Company





**Durable  
Dustless  
Light Running**

**Slow Speed  
Does Not Heat  
Perfect Vibration**

## PERFECTION IN GRAIN CLEANING

is easily obtained if the right method is used. U. S. Grain Cleaners have been giving this sort of service for many years, and wherever there are grain elevators you will find U. S. Grain Cleaners.

Each machine is provided with a sheet iron blank to be used instead of the fine perforated screens when coarse cleaning is desired.

This cleaner is guaranteed to clean the grain perfectly for shipping purposes, raising the grades and preventing the grain from heating.

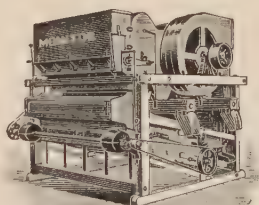
These are only a few of the advantages of these cleaners. Ask us for further particulars.

**K. C. MILL & ELEVATOR SUPPLY CO.**  
KANSAS CITY, MO.

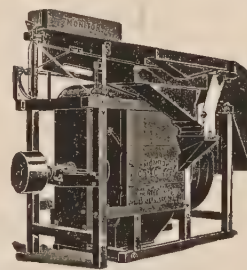
**B. S. CONSTANT MFG. CO.**  
BLOOMINGTON, ILL.

*Monitor*

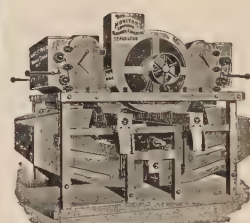
America's Best  
Built in 136 Styles



CLEANERS



OAT  
CLIPPERS



ASPIRATORS

## The profit they give you—pays for them

Thousands of users  
have said so

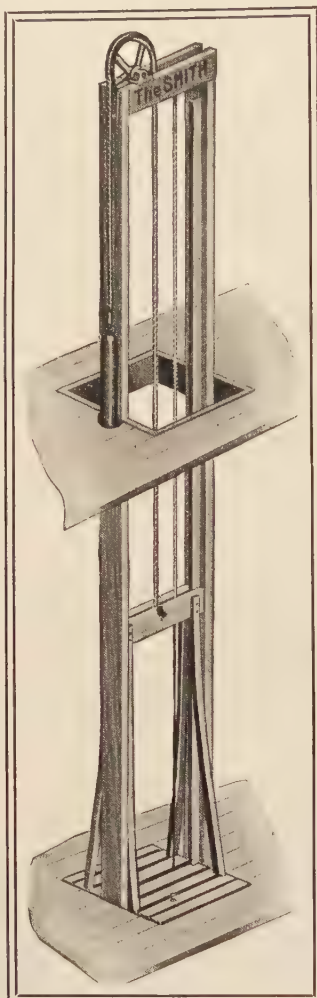
Taking your present figures covering cost of operating your Cleaners, Aspirators, or Clippers and comparing them with cost for operating our *exclusive*, improved types of "Monitor" Clippers, Cleaners and Aspirators, we are reasonably certain your experience will be the same as those of others—that you will find you are cleaning, clipping or aspirating with less care, power and maintenance expense—that you are doing the work better than ever before, that you are positively *taking a net saving* with your present new "Monitor" that will *pay for the machine itself*. The "Monitor" costs you little more at first, it costs you a heap less every day you use it. At the same time you are getting "Monitor" service and "Monitor" economy *which is unmatched*.

Used by most  
of the largest  
dealers.

HUNTLEY MFG. CO., Silver Creek, N. Y.



## 10% Reduction In the Cost of Insurance



That's what you get when there is a man lift installed in your elevator. Take your policy and figure out what this saving amounts to. Quite a great deal, in fact enough to pay for a man lift. That's the strongest argument in favor of the man lift, but only one of many. There are man lifts and man lifts, but the

### SIDNEY Safety Man Lift

is the one you will install after a careful investigation. It is the last word in man lift construction. It embodies all the features necessary to promote safety. Operates without power; stops the minute occupant steps off; makes all parts of your elevator quickly and easily accessible.

If you are contemplating the erection of a new elevator or the overhauling of an old one by all means include a Sidney Man Lift in the equipment.

#### PRICES

All Steel Man Lift for elevation up to 40 feet, \$45.00.

Wood Man Lift for elevation up to 40 feet, \$30.00.

If you want to promote safety in your elevator you will not put off ordering a Smith Safety Man Lift any longer. Tear out this ad, state whether you want the all steel or wood man lift, pin your check to it and mail today. It will be operating in your elevator inside of ten days.

**The Philip Smith Mfg. Co.**  
Sidney, Ohio

## SHEET METAL SPECIALISTS

NOW is the time to overhaul and repair your plant for the coming year. We can furnish all your requirements in the Sheet Metal Line.

#### WE MANUFACTURE

DUST COLLECTORS

GRAIN SPOUTING

BLOW PIPING

STEEL ELEVATOR LEGS

CONVEYORS

MILL and ELEVATOR WORK

No job too large for us to handle, the small ones receive the same attention. Get our figures before placing your order. All work guaranteed.

**MINNEAPOLIS SHEET METAL WORKS**  
1528 Washington Ave., No., Minneapolis, Minn.

We are Agents for All Makes of Fans

### The Van Ness Safety Roller Bearing Manlift

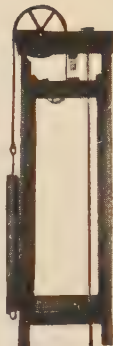
Is built for service. Made from Selected White Birch, has direct acting springs, double safety device that will not fail, runs easy, unnecessary to bolt or lock it while not in use.  
Has wire cable and cotton hand line. Sold on 30 days' trial. Write for circulars and prices.

Manufactured and for sale by

**R. M. Van Ness  
Construction Company**

404-406 State Bank Bldg.,  
OMAHA, NEB.

We Build  
Modern Grain Elevators



## THE HUMPHREY Employee's Elevator



again was given preference as a part of the equipment of the new C. & N. W. CALUMET TERMINAL ELEVATOR, South Chicago, Ill.

This is proof of the HUMPHREY efficiency in power manlifts. Save time and energy of workman.

Write for prices and detailed information why "The Humphrey Endless Belt Route" means bigger profit to the owner.

**Nutting Truck Co.,**  
Dept. G

Sole Manufacturers

Faribault, Minn.

Also Manufacturers of a complete line of Floor Trucks.

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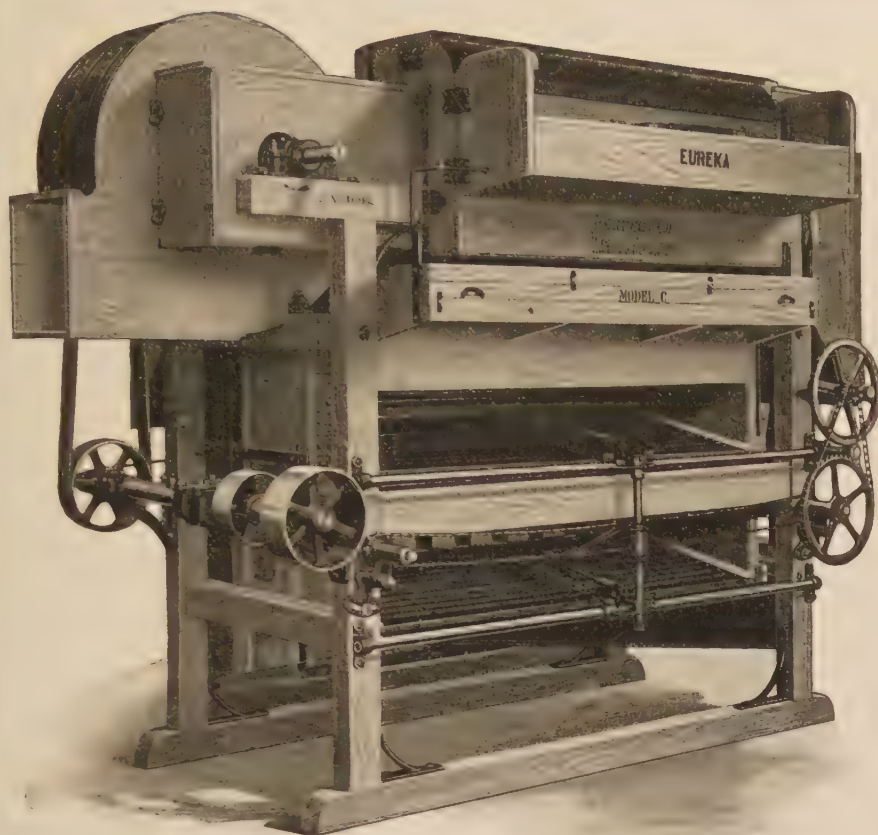


Preparedness is a ?  
On which you all might bet.  
But whatever you prepare for  
That's what you'll surely get.  
So, why not prepare for Business  
In the safe and most sane way.  
Tear out the old machinery  
And modernize today.  
Its best to be prepared,  
With things all up-to-date,  
For when you are real busy  
Your trade don't like to wait  
While you repair your dump.  
Or have their horses frightened  
With that awful jar and bump.  
So, you'd best prepare for Business  
And work for one Grand Goal,  
By equipping your Elevator,  
With THE McMILLIN DUMP CONTROL.

Send today for circulars.

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## The Eureka Perfected Receiving Separator

Is a most desirable machine because it has such an enormous sieve area (ten times more than any other cleaner) and two easily controlled independent suction as well.

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## POST YOUR PRICES

TODAYS PRICES	
OATS	45
CORN	77
WHEAT	101
RYE	118
BARLEY	134
CLOVERSEED	950

and stick to them. The farmer likes to know he is getting a square deal.

An attractive, convenient Bulletin for posting the prices you are bidding for grain, seeds and hay, will save you money.

Price Posting Bulletin Form 1 is made of heavy No. 30 gauge steel, japanned so that it will not rust. Top piece contains the words "TODAY'S PRICES" in bold, white type; punched for screw hooks. Six card holders are hung to top so as to provide room to post prices bid for different commodities.

Card holders are turned over on top and bottom edges so they will hold the

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Order Form 1.

Size 14x19 $\frac{1}{2}$  inches.

**Price \$2.00**

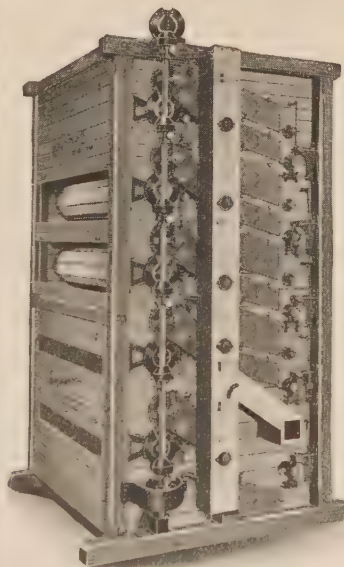
**GRAIN DEALERS JOURNAL**

315 South La Salle St.

Chicago, Ill.

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(THE PERFECTED MACHINE)



eliminates the question of results by the following guarantee:

Select the type for your needs. We will ship it to you on 30 days' free trial. It must deliver results never given you by any other separator, upkeep low, account of splendid construction. The cost is lower compared with results delivered.

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WRITE TODAY FOR PARTICULARS

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Millwrights and Mill Supplies

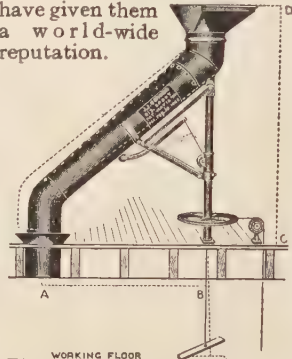
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The Patent Flexible Chain Telescope Car Loading Spout is the best, yet cheapest, as it will outwear two ordinary flexible spouts. Made of special metal.

Every spout guaranteed as represented.

**The Latest Improved Distributing Spouts**

will absolutely prevent the mixing of grain. The best of material and workmanship have given them a world-wide reputation.



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Manufactured in capacities to suit your needs

**Economy Cracked Corn Separator and Grader — the machine built for your purpose**

Far less in first cost—requires practically no more power than you are now using—and guaranteed to make cleaner, more thorough and more uniform separations than you thought possible.

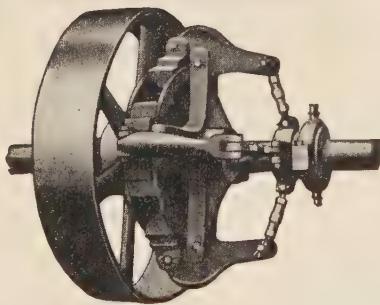
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We furnish the best in machinery and supplies—from a special machine up to complete equipment for your plant. And we have the services of the most experienced and practical Mill Experts and Feed Men.

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NORTH VERNON, IND.

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is very easy by using Tester Friction Clutches on your line shafts and machines. You then only operate such shafts and machines as are really needed.

Tester Clutches means cutting out the waste and saving money, power, trouble, time and temper.

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325 Rooms, Every Room with private bath  
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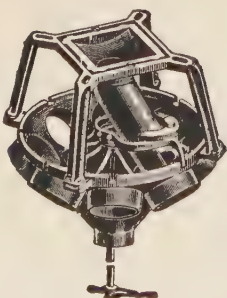
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H. J. TREMAINE, President and Manager

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**HALL SPECIAL (Elevator Leg)**

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**The HALL SIGNALING GRAIN DISTRIBUTOR**

is the greatest time saver for the elevator operator, and busy man, that has ever been devised. The whole problem of grain distribution without mixing is embraced in this simple device.

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Rat Swat is sold under our guarantee to rid your building of these pests or your money back, if used according to directions. One package covers 3,000 feet. Price \$3. Send for booklet.

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*The Standard Directory of Cottonseed Oil Mills for 1915-1916, strongly bound in cloth, is now ready for delivery.*

This book gives the name and location of each oil mill, names of president, manager and superintendent, kind of goods made, shipping point and telegraph office, telegraph code used, number of presses, gin stands and linters; also shows which mills refine and which mills have fertilizer plants or ice plants, or both.

This edition contains more than 600 changes and editions over the last edition. It is far more comprehensive and complete than any edition we have ever sent out. Put your old edition aside and order the new one; it is invaluable to any firm wishing to do business with the oil mills, or with consumers and handlers of cottonseed products.

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Classification of Oil Mill Corporations. Directory of Cottonseed Oil Mills. Butterine and Oleo Manufacturers. Leading Mattress Manufacturers. Dealers and Brokers in Cottonseed Products. Foreign Dealers and Importers of Cottonseed Products. Manufacturers of Bags and Bagging. Soap Manufacturers. Linseed Oil Manufacturers. Directory of Fertilizer Manufacturers.

*The Consumer's Directory* is a new feature in the book and is invaluable to every mill wishing to sell direct, and to others who wish a convenient list of the firms which buy oil mill products, both in this country and abroad. This edition of the Directory will enable the producer and the consumer to get closer together.

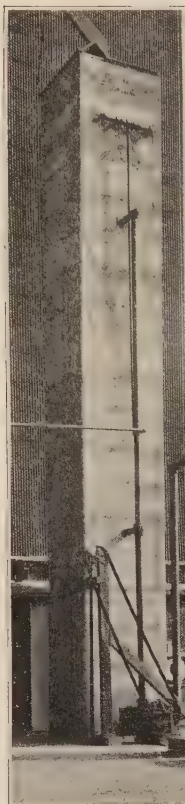
The price of the Directory is \$3.00 per copy. Send check, currency, or money order, and the book will be mailed prepaid. The edition is limited and has been largely subscribed for in advance. Order at once to make sure of getting a copy. The book is invaluable to anyone interested in oil mills or oil mill products. Address all orders to

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**REYNOLDS GRAIN BLEACHER AND PURIFIER**

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This bleacher is indispensable to the equipment of an up-to-date grain elevator.

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It is ruled to meet the needs of the grain dealer's business. The column headings are: Date Sold, Date Shipped, Car No., Initials, To Whom Sold, Destination, Grain, Grade Sold, Their Inspection, Discount, Amount Freight, Our Weight, Bushels, Destination Bushels, Over, Short, Price, Amount, Freight, Other Charges, Remarks.

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I was at Marlon and looked over the South Dakota Grain Co. elevator. You certainly done a nice job, as it is a fine plant. Will call on you sure when we build.

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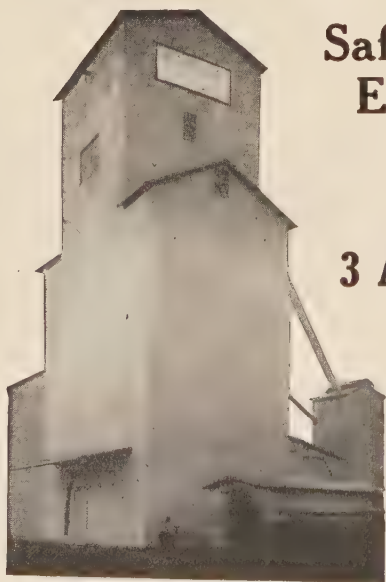
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**Designed and Built for****Safety,  
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Its column headings are: Month, Day, Name, Kind,  
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The book is 9½x12 inches, 160 pages, 20 lines to  
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It Saves Insurance.  
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**C. & N. W. RY. Calumet Terminal Elevator**  
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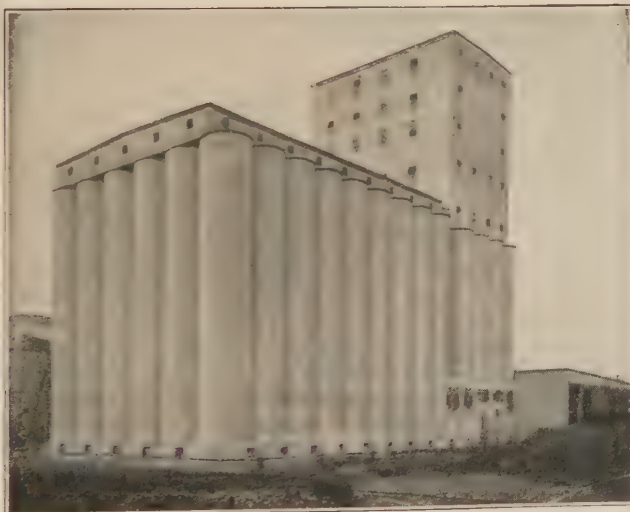
Now under construction. Total Capacity of Completed Plant: 10,000,000 Bushels. To be operated by the Armour Grain Company of Chicago.

Designing and Consulting Engineers for Entire Work  
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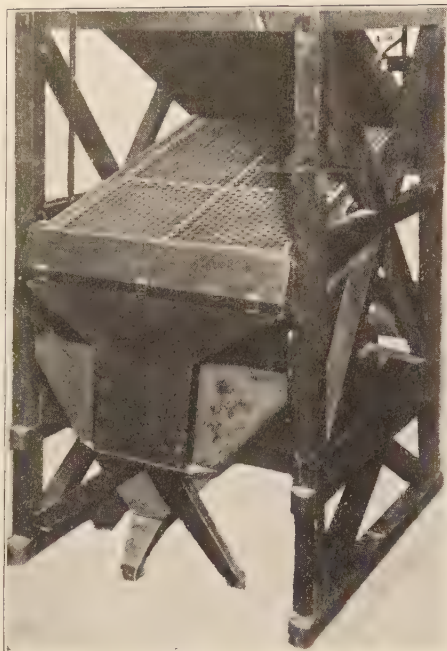
**Connecting Terminal Elevator**  
1,000,000 Bushels Capacity  
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Absolutely Fireproof—Electrically Driven

Built for  
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is installed in the new

### WESTERN MARYLAND ELEVATOR

and other large Baltimore grain elevators.

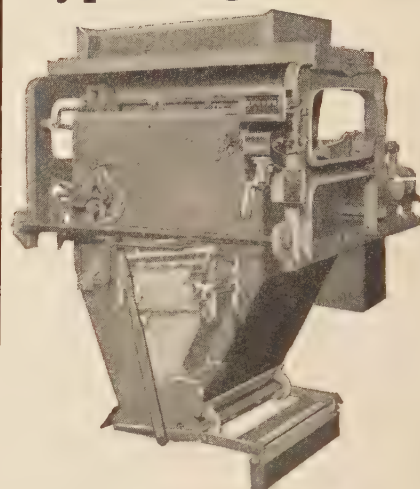
It has a screening surface 9'x12' long. Capacity of three screens is 35,000 bushels in ten hours. The machine will give four samples of screenings and one sample of dust.

Write for full particulars.

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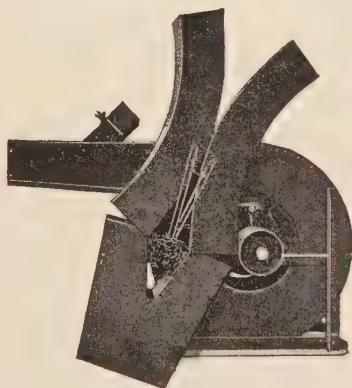
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Mt. Pulaski Grain Co., Cornland, Ill.: "Certainly highly pleased with your new loader. Loads every car to full capacity without shoveling and improves the grades."

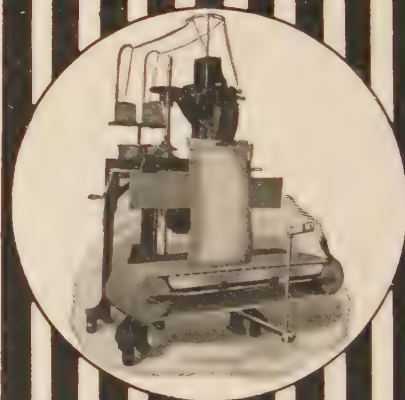
Ochs Grain Co., Hoisington, Kas.: "We think we have the best car loader of any elevator around here. Many elevator men have called in to see it."

We might go on naming user after user who has gotten away from loading troubles entirely by installing a Boss Air Blast Car Loader.

Every car loaded to full capacity without shoveling. CANNOT injure the tenderest grain. Grades improved. 30 days' trial allowed. Simple and easy to install. Write for complete catalog today. It will pay you.

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## UNION SPECIAL ADJUSTABLE HEAD FILLED BAG MACHINE



Closes the mouths of all varieties of bags after they are filled—more securely, far more speedily and at a greater reduced cost than can be approached by hand sewing.

**Union Special Machine Co.**  
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MINNEAPOLIS  
SAN FRANCISCO

If you are really anxious to learn the true merits and economical service of a

**Combined Grain Cleaner and Pneumatic**

## CAR LOADER

become acquainted with any user. We will gladly send list.

### Why you should install the MATTOON

It is impossible for it to mill or crack the grain.

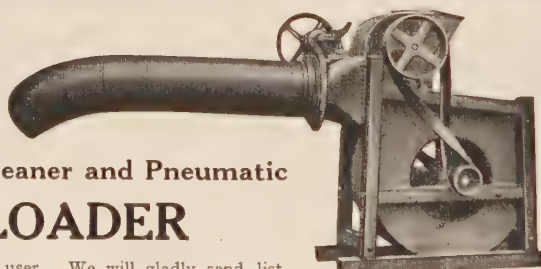
It will fill largest cars to full capacity, without any labor in the car.

Strong and durable, automatic in action, and requires no attention after starting.

Constant moving of pneumatic tube as it loads the grain prevents dust from gathering in center of car. Cools and dries the grain as it passes through the air.

Write for list and circulars

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HIGH QUALITY OF RAW MATERIALS  
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**THAT MAKES IT STAND IN A CLASS BY  
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CHICAGO, ILL.

2nd Avenue, N., and 3rd Street  
MINNEAPOLIS, MINN.



## A Car-Mover that Stands the Test NEW BADGER

**FREE  
For 30 Days**



We will send you a New Badger Car-Mover for thirty days free trial and if it does not meet with your approval return it. We pay the freight both ways. If you keep it you are to send us \$5.00.

We would not make such an offer were we not sure that this Car-Mover would stand the test. It has been on the market for a long time and has always met with the approval of its users.

Drop us a post card and ask us to send you the New Badger for thirty days' free trial.

**ADVANCE CAR-MOVER CO., APPLETON WISCONSIN**

## MORRIS GRAIN DRIERS

USE ONLY FRESH AIR FOR BOTH DRIER AND COOLER. No dust is blown through our coils. We have an absolutely even distribution of air throughout both Drier and Cooler. GRAIN IS DRIED UNIFORMLY AND COMES OUT IN BETTER PHYSICAL CONDITION than from any other Drier on the market. A good Drier is a paying investment this year.

*Write us for list of users and prices.*

**The Strong-Scott Mfg. Co., Minneapolis, Minn.**

Montana Representative: H. C. Caywood, 1706 7th Ave., No., Great Falls, Mont.

## KENNEDY AUTO STORAGE COVERS



To meet the need of an inexpensive and efficient cover for automobiles while in dead storage we are making a paper cover, which is proving the right thing for this purpose. These covers are made of strong, heavy paper, properly reinforced to prevent tearing. They protect the car against dirt, dust and moisture and will prevent the polished portions from tarnishing and the finish from checking in cold weather.

We make them in four sizes:  
7 PASSENGER FORD SPECIAL  
5 PASSENGER ELECTRIC

Grain Dealers can handle a few of these covers and make a good profit on them. Further information on request.

**THE KENNEDY CAR LINER & BAG CO., Shelbyville, Ind.**  
New York Office, 41 Park Row

## Gilman L. Leist

**ACCOUNTANT and AUDITOR**

524-26 Security Bldg.  
MINNEAPOLIS, MINN.

*Correspondence from Grain Firms  
Solicited*

## BOWSHER FEED MILLS

## GROW HEALTHY STOCK

Crush ear corn (with or without shucks) and grind all kinds of small grain.

Handy to operate—**lightest running**. 10 sizes: 2 to 25 h. p., capacity 6 to 200 bushels. Conical shape Grinders. Different from all others.

**Write for Catalog** and folder about the value of different feeds and manures.

**The N. P. BOWSHER CO.**  
South Bend, Ind.



## KEEP OUT OF THE CAR—

Load it Cheaper with the Health Saving Englehart Flexible Spout Holder and Car Loader.



Fills any car to full capacity, giving even distribution, eliminating dust pockets. Operates from grain door and only one man needed for work. It not only saves in labor but it protects against lung diseases by keeping men out of the dust. Will often save its cost on one car in dockage.

Gerber & Worley Patent Flexible Spouts, Moisture Testers, Cups.

**Write for catalog**  
**L. E. Taylor & Co., Flour Exchange, Minneapolis, Minn.**

## Car Order Blanks

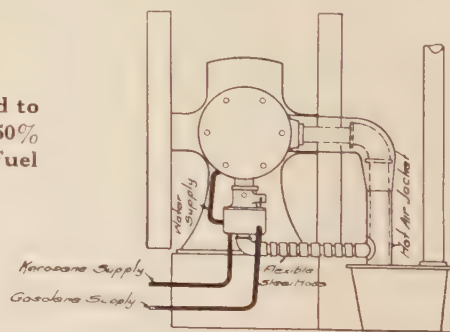
**FORM 222 C. O.**

So many grain shippers are experiencing difficulty in obtaining cars, many are now keeping a carbon copy of each order for cars, in order to keep an accurate record of their efforts to obtain cars, to facilitate proving delay by railroad company and to encourage railroad agents to heed shippers' needs. Car order blanks are put up in books of fifty, with machine perforations, so that order can be torn out and sent to carrier's agent and carbon copy be retained in book. Fifty orders and 50 duplicates in each book. **Price, 50 cts.**

**Grain Dealers  
Journal,**  
315 So. La Salle St.  
CHICAGO, ILL.

## ECONOMIZE Install an Oil Saver

This means install a Carburetor that successfully burns coal oil and saves over one-half the fuel expense.



**Guaranteed to  
Save You 50%  
of Your Fuel  
Bill.**

## Price of Gasoline Increased

but this does not mean for you to throw your gasoline engine away or trade it in on a new one at the price of junk. Keep the old engine and attach an **AMERICAN KEROSENE CARBURETOR** and run it on oil.

**A Letter From McCordle Grain Co., Terhune, Ind.**

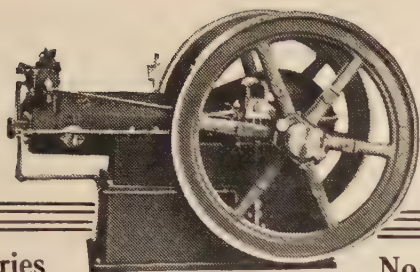
"We ran our engine 17 hours, shelling tough corn, and only used 22 gallons of oil. Our elevator man has run this engine six years and says it would have taken 30 gallons of gasoline to make the run. Your Carburetor saved me \$3.50 on this run."

You will have the same experience as McCordle. Learn more about this carburetor, write for descriptive circular.

**THE AMERICAN CARBURETOR COMPANY**  
FRANKFORT, INDIANA

**A Want Ad in the JOURNAL  
printed,  
Brings Business, Gets Results  
Unstinted.**





No Batteries

No Cranking

No Delays From Breakdowns

## THE TROUBLES ALL LEFT OUT

To you men who have bought to regret, we suggest a careful investigation of the Lauson Gasoline or Kerosene Engine, because it is one you can depend on to do continuous hard work all the time. It will start right in the morning and stop right at night. The "Why" of it all is explained in our illustrated catalog, which is yours for the asking.

Built in all sizes from 2 to 100 H. P.

The John Lauson Mfg. Co., 65 Monroe St., New Holstein, Wis.

### SET OF BOOKS for Grain Dealers

Form 380 Record of Wagon Loads Bought  
Form 385 Record of Car Loads Shipped

PRICE, \$3.00

GRAIN DEALERS JOURNAL, 315 So. La Salle St., Chicago



## Why OTTO Engines Run a Generation

Suppose you have a heavy load to raise. What kind of a rope do you choose?

Common sense and the desire for safety prompt you to the strong, heavy, no-doubt-about-it rope, although you know that a lighter one would probably lift the load, too.

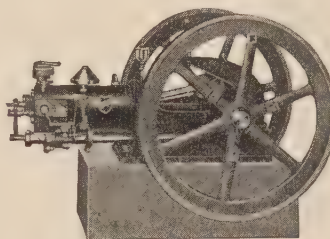
Then there is the additional reason that the heavier rope will last longer and raise more loads during its life.

Apply these very elementary truths to the gasoline engine.

Doesn't it follow that the slow-speed, heavy engine, with ample bearings, low piston speed and strong parts, will last longer and do more work than another engine developing the same horse power, but lighter and weaker throughout?

Look to the weight and speed when you buy your engine.

And remember—this sound logic has sold 100,000 successful OTTO Engines, many of which are still running after 30 years of service.



Otto Gas Engine Works

15 & 17 S. Clinton St.  
Chicago, Ill.

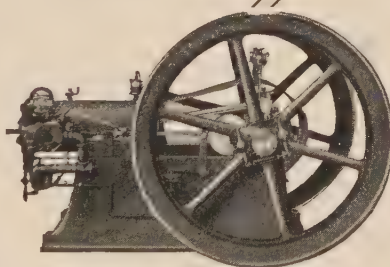
Main Office and Works  
Philadelphia, Pa.

### GENUINE CRUDE AND FUEL OIL ENGINES

Operate successfully on cheapest fuel oil.  
Sizes 10 to 75 H. P. Stationary only.

MUNCIE OIL ENGINE CO.  
Muncie, Ind., U. S. A. 1215 Jackson St.

OPERATED ON  
FUELS ALWAYS  
OBTAINABLE



8 to 160 H. P.  
Oil—Gas—Gasoline

## MONEY—

Invested in a CHARTER ENGINE brings 100% returns in power, service and reliability. We are doing it for others—why not you?

WRITE NOW

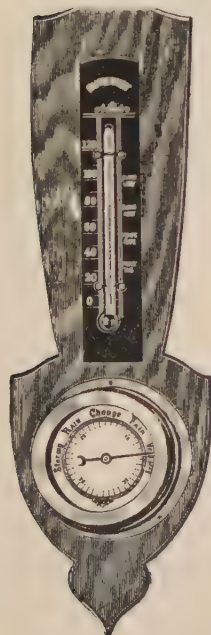
Charter Gas Engine Co.

Incorporated 1871

60-80 Wallace Street, STERLING, ILL., U. S. A.

## PRIVATE WEATHER BUREAU

FORECAST 18 HOURS IN ADVANCE



A new instrument which combines an accurate thermometer and a reliable barometer. Invaluable to the shipper and the farmer and to everybody who must be able to know in advance what the weather will be.

FORECASTS WEATHER  
WEATHEROMETER  
HOURS IN ADVANCE

deal for Summer  
Homes and Cottages,  
Automobilists and  
Travelers.

Formerly sold at \$3.00

NOW \$1 SEND US NO MONEY

Send your order and Weatherometer will be sent by Parcel Post, C. O. D. \$1 bill can be enclosed if you prefer.

Guaranteed to be Satisfactory.

GERMANIA  
INSTRUMENT CO.  
Dept. 50, 618 Mallers  
Bldg., CHICAGO, ILL.

## HANDLE BINDER TWINE?

If so, you should know about the Mexican sisal trust which will force big advance on binder twine for 1916. Farm Implement News, 700 Masonic Temple, Chicago, is exposing this big hold-up. Write for information.





## For Safety or Economy

The only SANE, SAFE thing to do is recover the dust with all-metal fireproof

## Knickerbocker "1905" Cyclone DUST COLLECTOR

The Knickerbocker Co.,

Jackson, Michigan

## Fence Posts

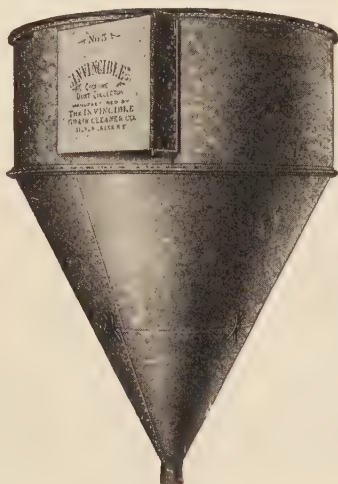


The Century "T" Steel Drive are rigid. Made of heavy high carbon "T" steel like illustration; strongest known shape in steel—means a fence for life. Means strength, durability and economy. We are the originators of the Century "T" Steel Post.

**There Are No Substitutes**

Write **FUNK BROS. MFG. CO.**  
CHICAGO HEIGHTS, ILLINOIS

When you see it in the  
**JOURNAL**  
help us by saying so



## A Poor Dust Collector Makes a Poor Cleaner

by choking the air from the fan. You're not taking any chances if you get an

## INVINCIBLE CYCLONE DUST COLLECTOR

All steel—can't fill up like the cloth filtering stockings of tubular machines. Allows positively no dust to escape. Many other exclusive improvements put the INVINCIBLE CYCLONE ahead of competition.

Write today for prices and full description

**Invincible Grain Cleaner Co., Dept. 4, Silver Creek, N. Y.**

### REPRESENTATIVES

Chicago, Ill., 1041 Webster Bldg., F. H. Morley, Jr.  
Bristol, Tenn., 111 East 5th St., H. C. Purvine  
Indianapolis, Ind. Board of Trade, C. L. Hoxie  
Kansas City, Mo., 211 Postal Bldg., F. J. Murphy

Minneapolis, Minn., and Winnipeg, Man., Strong-Scott Mfg. Co.  
Philadelphia, Pa., 25 S. 61st, C. Wilkinson  
Toledo, Ohio, Jefferson House, Chas. H. Sterling  
San Francisco, Cal., 17th and Mississippi, W. King, Pacific Coast Representative

INVINCIBLES GO IN THE NEW  
KINNICKINNICK ELEVATOR  
(C. & N. W.) AT MILWAUKEE

## SPORICIDE Sure Cure for SMUT in Oats

Simple to treat, one bottle with 2 gallons of water will treat 40 bushels of seed oats and guaranteed to eliminate the smut. Local agents wanted for exclusive territory. Good profit and good seller when introduced. Free Booklet. Established 1905.

**Sporicide Chemical Co., Atlanta, N. Y.**

**6,000 SHIPPERS**  
are now using  
**TYDEN**  
**CAR SEALS.**

Bearing shipper's name and consecutive numbers.

They prevent  
**CLAIM LOSSES.**

Write for samples and prices.

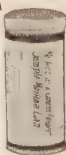
**INTERNATIONAL SEAL & LOCK CO.**

Chas. J. Webb, Vice-President  
617 Railway Exchange Bldg. CHICAGO, ILL.



For Accurate Moisture Tests use our Grain Dealers Air Tight Cans for forwarding your grain samples.

**ST. LOUIS PAPER CAN AND TUBE CO.**  
ST. LOUIS, MO.



## Cover's Dust Protector

Rubber Protector, \$2.00

Sent postpaid on receipt of price; or on trial to responsible parties. Has automatic valve and fine sponge.

**H. S. COVER**  
Box 404 South Bend, Ind.



## GRAIN TRIERS

which will not clog or bind. Steel tubing fitted with maple pole. Point is turned of solid bar steel. Top is fitted with a bronze collar. Trier is 56 x 1 3/4 inches and has eight openings.

**OTTO KELLNER, JR., 4028 So. State St., Chicago, Ill.**

## Mention This Journal

When you write to any of our Advertisers; you'll get a prompt reply.

Tell us what you need for your Grain Elevator and we'll tell you where to get it.

**Grain Dealers Journal**

315 So. La Salle St., Chicago



# CLIPPER

*fails to re-*

Clipper means satisfaction, capacity, reliability. The double cleaning—first through the screens and secondly by air weighing, affords a degree of service that is surpassed by none and equalled by few.

**A. T. Ferrell & Co. Saginaw, W. S., Mich.**

**GRAIN DEALERS JOURNAL**  
315 South La Salle St. Chicago, Ill.

**GRAIN DEALERS JOURNAL, 315 S. La Salle St., Chicago, Ill.**



# Wanted and For Sale

The rate for advertisements in this department is 20 cents per type line each insertion

## ELEVATORS FOR SALE.

**EASTERN OKLAHOMA**—Two elevators, good locations. Address Member, Box 9, Grain Dealers Journal, Chicago, Ill.

**NORTHERN KANSAS** Elevator and coal business for sale. Can show good business. For particulars address Lina, Box 4, Grain Dealers Journal, Chicago.

**FOR SALE**—Good OHIO elevator and retail business in connection. Write Cowen, Box 3, Grain Dealers Journal, Chicago.

**FOR SALE**—Elevator and feed mill, best paying elevator in Eastern Oklahoma. A great bargain. Address Box 462, Kansas City, Mo.

**CENTRAL Western Ohio**, twin elevators, at a good point. \$300,000 business last year. No competitor. Will make an attractive cash price. Address Square, Box 2, Grain Dealers Journal, Chicago.

**NORTHERN INDIANA** cribbed elevator, 10,000 capacity, no competition, good territory. Coal business in connection. 30-h. p. steam engine, sheller, cleaner and 3 scales. Write W. S. Pulver, Brems, Indiana.

**CENTRAL ILLINOIS** fine up-to-date 60,000 capacity elevator. Best money-maker in State. Good town. 300,000 bu. business. Price right. Address Bargain, Box 2, Grain Dealers Journal, Chicago.

**MINNESOTA** Elevator, 10,000 bushels capacity and large tank holding 50,000 bushels, on Omaha right of way, for sale to close estate. Address Edward C. Farmer, St. James, Minnesota.

**NORTHERN IOWA** 35,000 bu. cribbed elevator and coal business. Good grain section. Would take some trade. For further particulars address Sub. box 3, Grain Dealers Journal, Chicago.

**RIVERSIDE** Elevator and Warehouses, Memphis, Tenn., between the Frisco and I. C. tracks; near business center and all freight depots; capacity 300 cars. Webb & Maury, Memphis, Tenn.

**FOR SALE**—12M bu. Elevator with coal and other side lines. Studded houses, two dumps, three stands of elevators. Automatic scales, steam power; on private ground. Price, \$6,000. Address A. J. McFadden, New Waverly, Ind.

**HALLOWAY, MINN.** 25,000 bushel capacity Stone Foundation Cribbed Grain Elevator for sale. Dump scale, Brick engine house. All strictly modern and in good repair. \$2,500.00 to quick buyer. For particulars address Might, Box 11, Grain Dealers Journal, Chicago.

**OHIO** elevator for sale in good location on E. 4th St., Mansfield, O., about 5 blocks from public square, on brick street, on Pennsylvania R. R.; city and interurban cars pass. Has 10 large storage bins; 60-bu. per hour feed mill, almost new; electric motor power, also gas engine; electric lights all over building; 60 ft. frontage, 180 feet deep; coal bins; large hay and straw storage. Excellent retail and wholesale trade on flour, feed and coal. An excellent proposition for one wanting to engage in business of this kind. A bargain if sold between now and March 15. J. M. Smith, Bucyrus, Ohio.

## ELEVATORS FOR SALE.

**TWO ELEVATORS** located on P. H. Ry. in Southwestern Ohio. Address J. & J. Leas, West Manchester, Ohio.

**FOR SALE**—Elevator 15,000 bu. capacity, and 100 barrel capacity roller mill, both on same location. Modern and fine shape. In good grain center. Newcomer, Adair, Okla.

**NORTHWESTERN OHIO** Elvtd. & coal business \$15,000.00. No trades. Do not write unless mean business. Address Wil, Box 11, Grain Dealers Journal, Chicago.

**NORTHERN OHIO** elevator for sale, 10,000 capacity, gasoline power, coal, feed and hay in connection, no competition in grain. Two churches and good school. E. E. Miller, Nova, Ohio.

**CHOOSE YOUR ELEVATOR** from the many offered. Insert an advertisement in the "Elevators Wanted" columns of the Grain Dealers Journal, and select one at a satisfactory price and station.

**KANSAS** Elevator, 8,000 capacity, on Santa Fe Ry., for sale. First class bargain for quick sale. For particulars address Kansas, Box 2, Grain Dealers Journal, Chicago.

**WESTERN OHIO** elevator and coal yard for sale. For the past six years made over 16% interest on the price we ask. For particulars address Good, Box 2, Grain Dealers Journal, Chicago.

**KANSAS** elevator for sale. Located at Wakarusa, in good farming district. We have a good local mill, feed business, also coal and hay. Write or call on J. P. Thompson, Wakarusa, Kans.

**INDIANA** 40,000 bu. elevator, cribbed, only elevator in county seat, handle wheat, corn, oats and clover seed. Good farming community. Wholesale and retail flour and feed business in connection. Address Electric, Box 2, Grain Dealers Journal, Chicago, Ill.

**MICHIGAN**—Best 5,000-bu. elvtr. for the money. Equipped with new F. & M. 20-h. p. Engine, also new feed mill, capacity 50 bus. per hour, price \$2,000, or will exchange same elevator and 80 A. improved Michigan farm for good paying flour mill. For particulars write R. N. Parshall, Dundee, Mich.

**FOR SALE** Three elevators in Wisconsin, one located on C. & N. W. Ry., and C. M. & St. P. Ry. and other two on C. & N. W. Ry. Good paying proposition all year. Flour, seed and staples are jobbed in connection to the retail grocers. Reason for selling surviving partner retiring from business. Address XO, Box 12, Grain Dealers Journal, Chicago, Ill.

## FOR SALE AT A BARGAIN!

Elevator and coal business established twenty-two years, paying 40% on the investment. This snap can be secured for only \$15,000.00 cash. Owner wishes to retire from business is reason for selling. No attention will be given to agents' correspondence; no trades be considered. If interested address Donk & Summers, Montpelier, Ohio.

## ELEVATORS FOR SALE

**WESTERN N. Dak.** 30,000-bu. elev. for sale. For particulars address Box No. 187, Fairview, Mont.

**SOUTHERN KANSAS** Elevator for sale. Only one in good grain territory. Write for particulars to James, Box 1, Grain Dealers Journal, Chicago.

**KANSAS**—18,000-bu. concrete bottom hopper elevator for sale. Equipped with Richardson Automatic hopper scale, coal sheds. Only 4 other small elevators at station. Central Kans., U. P. R. R. Address Sun, Box 4, Grain Dealers Journal, Chicago.

**FOR SALE**—An up-to-date 45,000-bu. capacity elevator, track scales, two grinders (steel and stone burrs), ear corn loader, new Fairbanks 10-ton registering beam wagon scale, extra good coal bins, clean competition. Elevator and residence on private property. In best grain section of Miami Valley. If you are interested in a "revenue getter," inquire and investigate. Reasons for selling and terms given to those interested. O. W. Cook, Maplewood, O.

**NORTHERN INDIANA**—15 M. Iron Clad cribbed elevator in good live town of 800; good farming community; no competition; everything up to date and well equipped. Steam power with plenty of cobs for fuel. Handle wheat, corn, oats, rye and all small seeds. Good wholesale and retail flour and feed trade. A splendid money maker. Good reason for selling. Address Bros., Box 4, Grain Dealers Journal, Chicago.

**3 ILLINOIS ELEVATORS**—60,000-bu. elvtr. at station that handles 800,000 bu. annually. One Farmers El. competitor. Good coal trade in connection. \$8,000. 50,000-bu. modern elvtr. in town of 1,200, doing nice business, within 50 miles of Chicago. \$10,000.

75,000-bu. new elevator within 100 miles of Chicago, doing 300,000 bu. business, with coal and implements in connection. \$17,000. James M. Maguire, Campus, Ill.

## ELEVATOR BROKERS.

**SELLERS** list your elevators and buyers buy your elevators thru John A. Rice, Frankfort, Ind.—Reliable Broker 10 years.

**IF YOU** wish to buy or sell an elevator, write wire or phone me. Always have a nice assortment to select from at prices ranging from \$3,500 to \$25,000. James M. Maguire, Campus, Ill.

## ELEVATORS FOR LEASE.

**I WANT** to lease several good elevators in Central Kansas or Northern Oklahoma. Address 611 North Washington, Wellington, Kan., or V. Box 9, Grain Dealers Journal, Chicago, Ill.

## PARTNERS WANTED.

**YOU CAN SECURE** a partner if you make your wants known to the grain trade thru the Partners Wanted column of the Grain Dealers Journal.

**WANTED** experienced grain man to invest \$5,000 and services in old established Chicago Grain firm that will stand rigid investigation. Address South, Box 3, Grain Dealers Journal, Chicago.



## ELEVATORS WANTED.

WANTED to buy an elevator either in Central Kansas or North Central Oklahoma. P. Lorenz, Cordell, Okla.

WANTED to buy a 20 or 25M. bu. elevator in Iowa or Southern Minn. Will pay cash for a good location. Address Well, Box 4, Grain Dealers Journal, Chicago.

WANTED—To buy or rent, grain elevator in Ohio, Ind. or Ill. Address Tri-State, Box 3, Grain Dealers Journal, Chicago, Ill.

WANTED—To buy one or two good elevators in good grain territory in Iowa. Address Country, Box 3, Grain Dealers Journal, Chicago, Ill.

WANTED to buy modern elevator in Central Iowa. Must be money maker. Send full particulars to Good, Box 2, Grain Dealers Journal, Chicago.

WANT an up to date elevator not over 15,000 bu. cap. in good town 4 to 5,000 population, in Central Kansas, in good wheat country. Give full particulars. Ben, Box 4, Grain Dealers Journal, Chicago.

YOUNG MAN with 5 years experience in grain buying and elevator business would like to buy part interest in country elevator. Address Hall, Box 3, Grain Dealers Journal, Chicago.

WANTED—To trade 11-acre tract of land in good town in Eastern Kansas, with nine-room house, barn 40x40, chicken house, all kinds of fruit; land in alfalfa; rents for \$250.00 per year, also lots in alfalfa; for elevator between \$6,000.00 and \$7,000.00 in eastern Kansas. Must be in good running order. Address Firm, Box 3, Grain Dealers Journal, Chicago.

## BUSINESS OPPORTUNITIES.

ALFALFA MILL, Elevator and coal business for sale at a bargain. E. H. Link, Hillrose, Colo.

ELEVATOR and warehouse for sale. Good grain, flour and feed business. Inquire of Jos. W. Schmit, Fredonia, Wis.

FOR SALE—The Elevator and Lumber, Coal and Feed business of the Winnebago Produce & Supply Co., at Winnebago, Ill. Address C. P. Coolidge, Winnebago, Ill.

KANSAS—First class Mill and Elevator for sale. Flour mill 175 bbl.; 40,000 bu. Cribbed Elevator. Both mill and Elvtr. lined all over with steel. Large brick boiler and engine room; 200 h.p. Corliss engine; 150 h.p. Atlas boiler plant; track scale. In good town, on two railroads, fully equipped, ready to run; on private land. No better wheat belt in the state. Same is all clear of incumbrances; \$8,000 cash will buy this with a \$3,000 note payable in two years. A bargain in a mill for someone who understands milling. Am no miller, and not able to get my sons interested to take it. Address Kaffir, Box 1, Grain Dealers Journal, Chicago.

## HELP WANTED.

WANTED—Sober, industrious, all around machinery salesman who is out of employment or looking for a change. Work on a reasonable basis, commission or salary. Address Leo, Box 4, Grain Dealers Journal, Chicago.

WANTED—Capable man familiar with feed grinding, grain elevator machinery and repairs. Address C. O. Gifford, Mgr. Carpenter Transfer Elevator, Edwardsburg, Michigan, or Carpenter Grain Company, Battle Creek, Michigan.

## SOLICITORS' SIDE LINE.

SIDELINE SALESMEN wanted to handle the TOLLOMETER; reduces and checks telephone tolls; widely used by grain trade. A live wire can make \$25.00 extra per week. The Tollometer Selling Corporation, Forestville, Conn.

## SITUATIONS WANTED.

WANTED—Position as Mgr. of Elevator, farmers line preferred. 15 years exper. buying and selling. Reference, last employer. Address Box 226, Ashland, Neb.

WANTED—Position as traveling grain solicitor for good commission firm, 14 years in the grain business. Address Iowa, Box 3, Grain Dealers Journal, Chicago.

BY German 37 years old, honest, sober and not afraid to work, as manager in elevator. 10 years' experience. Neb., Kans. or Western Iowa preferred. Address Bob, Box 2, Grain Dealers Journal, Chicago.

WANTED position as solicitor for reliable grain firm or manager of Farmers elevator company, by experienced grain man. Scandinavian. A1 ref. Address Jour., Box 2, Grain Dealers Journal, Chicago.

POSITION WANTED as Elevator Manager and Operator, or second man at fair salary. Thoroughly experienced; can handle any part of the work, and not afraid of work. Address Kind, Box 11, Grain Dealers Journal, Chicago.

SUCCESSFUL Manager of Grain and Milling business open for engagement due to sale of property. Exceptional qualifications and wide acquaintance with Southwestern trade. Address Mour, Box 4, Grain Dealers Journal, Chicago.

POSITION WANTED as Grain Buyer or elevator Manager. Have 4 years' experience and can handle Livestock, Coal, Wood, etc. Can handle any set of books and operate typewriter. A1 references and further particulars on application to N. W. Box 4, Grain Dealers Journal, Chicago.

A POSITION wanted as Feed Salesman by a young man 26 years old, 8 years' experience in the feed business and has a talent for selling goods, but will only sell for company that produce goods and quality. No others apply. Address Brook, Box 4, Grain Dealers Journal, Chicago.

WANTED position as Manager Farmers Elevator, or good Line Co. Have had 15 yrs. experience in grain, live stock and coal. Can talk some German. References, and take job on a few days notice. Address Ted, Box 1, Grain Dealers Journal, Chicago.

WANTED position as Manager of elevator for Line or Independent Co. Several years experience in this line; 24 years married; high school and business college education; can handle any set of books. Gas engine expert. At present employed; can leave on short notice. Salary \$80 per Mo. to start. Earl Ogg, Ocoya, Ill.

COMPETENT all around grain man wants position, 12 years' experience, know grain and seed, how to handle elevators and men. Have had charge of line of country elevators; can both buy and sell. Can give references and bond. Now employed but wish to make a change. Address West, Box 3, Grain Dealers Journal, Chicago, Ill.

A COMPETENT, EXPERIENCED GRAIN MAN, WANTS POSITION AS MANAGER OF ELEVATOR OR ELEVATORS, COUNTRY OR TERMINAL. REFERENCES AND BOND GIVEN. PERSONAL INTERVIEW IF DESIRED. AGE 35, MARRIED. H. E. GARRISON, JAMESVILLE, WIS.

POSITION WANTED by young man 32 yrs. of age, married, good education, 3 yrs. experience in conducting country grain business (line and farmers) with a good reliable commission firm as solicitor or in office. Mpls. or Duluth firms preferred. Good reference as to character and ability can be produced. Address San, Box 4, Grain Dealers Journal, Chicago.

## SITUATIONS WANTED.

POSITION WANTED as Manager Farmers or Line Elevator. 11 years experience. Understand book-keeping. A1 references. Fred. F. Current, Kewanee, Ill.

POSITION WANTED as traveling grain solicitor or manager of grain elevator. Experienced, A1 references. Address Dell, Box 5, Grain Dealers Journal, Chicago, Ill.

WANTED to be assistant or manager of coal yard. Eleven years of retail experience in business for myself. Address Coal Dealer, 530 South 9th St., Hamilton, Ohio.

POSITION WANTED as agent and buyer. Have had 3 years' experience with one firm, but elevator burned and am out of position. A1 ref. Address Town, Box 4, Grain Dealers Journal, Chicago.

WANTED POSITION Manager of line elevator or private firm. 4 yrs. experience as Manager. 30 years old, married. Can furnish Bank references. Address Brown, Box 11, Grain Dealers Journal, Chicago.

WANTED POSITION as Manager or Auditor by man who thoroughly understands grain and can furnish best of references as to character and ability. Address Now, Box 3, Grain Dealers Journal, Chicago.

WANT position as foreman in a grain elevator. Have had seven years' experience and can furnish reference. Am of good habits, and can handle gas engines and electrical appliances. Would prefer position in Indiana. Write A. F., Box 4, Grain Dealers Journal, Chicago.

WANTED POSITION in corn and oats belt of Western Ill. or Eastern Ind. as Mgr. of some live firm or Line Elvtr. Co. 15 yrs. experience. Married. Reference from present and past employers. Best of reasons for wanting to make change. All inquiries answered. State salary. Address G. J., Box 4, Grain Dealers Journal, Chicago.

## I WANT A JOB.

With some Farmers Elvtr. Co. I have been connected with the grain & live stock business for 18 years. Am 43 yrs. old, have a wife and 5 children. Want a place where there is good churches, good schools and plenty of business. Understand gas engines and elvtr. machinery. A1 references furnished. Will come on 60 days trial. I don't want your job unless you want me. E. P. Lowe, Severance, Kans.

## STEAM ENGINES, BOILERS.

FOR SALE—One second hand 14x42 Lane & Bodley Corliss Engine, 12 ft. fly-wheel, girder frame. Write or wire Southland Cotton Oil Co., Paris, Texas.

FOR SALE One boiler 16' by 54", 34—4" tubes; One 9x16 Brownell Automatic Steam Engine, water heater and feed pump. Cheap for quick sale. O. Klepinger, Ingomar, Ohio.

FOR SALE—100-h. p. Scotch marine Boiler, 84 in. diam, 8 ft. long; weight 24,000 lbs., for \$750. Used as an auxiliary; must move to make room for a larger boiler. Inquire Yexxa, Andrews & Thurston, 622 Flour Exchange, Minneapolis, Minn.

FOR SALE AT A BARGAIN; one 11x24 Simple non-condensing Murray Corliss Steam Engine, right hand Girder Type. 60 horse power running at 110 revolutions, on 90 pounds pressure at 1/4 cut off. Complete with 8'x14" flywheel and steam pipe and valve. Engine as good as new, only used a short time, but as we have discontinued milling we wish to dispose of it. Rippe Grain & Milling Co., Fairmont, Minn.



**MACHINES FOR SALE.**

**FOR SALE**—Feed mill, No. 8 Bowsher, in good condition, with new set burrs, \$40, f. o. b. cars the J. B. Peters Elevator Co., Kempton, O.

**FOR SALE**—4 sets of Martin Rocking grates for four boilers of 30 sq. feet each of grate surface, practically new. Inquire of B. L. Coon, 93rd & Harbor Ave., So Chicago, Ill.

**ELEVATOR OPERATORS** wanting good second-hand elevator machinery or supplies invariably make their want known thru the "Machinery Wanted" columns of the Grain Dealers Journal, Chicago.

**FOR SALE** One No. 40 Owens Grain Cleaner with full set of sieves in good condition. One 100 bu. hopper scale used very little. No use for them. Address Thompson Farmers Elevator Co., Thompson, N. D.

**BARGAIN** if bought at once. Clipper Grain Cleaner No. 9, Clipper Seed Cleaner No. 16, 12-h. p. Gen. Elec. Motor with starter, 1½-h. p. Gen. Elec. Motor, Ear Corn loader, Car loader, Corn cleaner, Corn sheller, Elevator Boots and buckets, Overhead Wagon Dump, Quantity of Belting, Pulleys and Shafting. Weber & Purviance, Huntington, Ind.

Can save and make money for you.

Entire line of remodeled guaranteed 2nd hand machinery must be sold within 30 days. Any size or make. Single and Double Head Attrition Feed Grinders and Corn Crackers. Single and Double 2 and 3 Pair High Roller Mills, Reels, Packers, Grain Cleaners, for all purposes. Boilers, Motors, Water Wheels, Burr Mills, Crushers, Shellers, etc. Can supply any thing new or 2nd hand for Flour or Feed Mill, Grain Elvtr. etc. Satisfaction guaranteed. Write for prices at Once.

George J. Noth, Chicago, Ill.  
9 South Clinton St.,

**FOR SALE**—Two No. 5 and one No. 5½ "Monitor" Cracked Corn Graders, capacity for taking Stock from a pair of 9x30 rolls. 2000 Ft. 12" 6 ply New Balata Belt @ 65c per foot.  
400 Ft. 16" 6 ply New Balata Belt, @ 88c per foot.  
800 Ft. 18" 6 ply New Balata Belt @ 99c per foot.

Two No. 0 and Two No. 1 "Willford" Three roller Feed Mills.  
120 feet 2½" Iron Pipe.  
100 Feet 1¼" Iron Pipe.

Write for complete list of Bargains. We may have just what you want at the right price, too.

B. F. GUMP CO.  
431 to 437 S. Clinton St., Chicago, Illinois.

**SCALES FOR SALE.**

**ONE** 2nd hand Automatic Sacking Scales; one 2nd hand Richardson even-balance scale for check weighing; guaranteed. Cheap. Milwaukee Scale Co., Milwaukee, Wis.

**SECOND - HAND SCALES OF ANY** make, size or price find many ready buyers if full description is given in an advertisement inserted in the "Scales For Sale" column of the Grain Dealers Journal, Chicago.

**USED** but refitted Dormant Scales, any size, make or capacity, \$35.00 f. o. b. St. Louis. Wagon scales, various makes at prices that will startle. Write today. Howe Scale Co., 409 N. 4th St., St. Louis, Missouri.

**DYNAMOS—MOTORS**

**FOR SALE**—100 k. w. Keystone D. C. 220 volt Dynamo, and one 75 k. w. Keystone D. C. Dynamo; engine 14 bore, 20 strokes. J. H. Bushman, Pemberville, O.

**ENGINES FOR SALE.**

**20 H. P. NASH** Gas or Gasoline Engine for sale cheap; also 15 horsepower Lauson. J. T. McCarthy, Waukesha, Wis.

**FOR SALE**—75-h. p. Russell High speed engine and generator. Good condition. C. V. Whitehead & Co., 167 W. Washington St., Chicago, Ill.

**ANY KIND, ANY SIZE, ANY PRICE** gasoline engine which is not in use and which you wish to sell, will find many ready buyers if advertised in the "Gasoline Engines" column of the Grain Dealers Journal, Chicago. Try it.

**GASOLINE ENGINES FOR SALE.**

44 H. P. Fairbanks-Morse.  
25 H. P. Columbus.  
25 H. P. Fairbanks-Morse.  
22 H. P. Fairbanks-Morse.  
15 H. P. Fairbanks-Morse.  
12 H. P. Fairbanks-Morse.  
6 H. P. Fairbanks-Morse.  
4 H. P. Fairbanks-Morse.

Also fifty engines of varied sizes and all makes. Address A. H. McDonald, 547 W. Monroe St., Chicago, Ill.

**INFORMATION BUREAU**

**READERS DESIRING** to learn by whom, or where any grain handling machine or device is made, can generally obtain it promptly by addressing Information Bureau, Grain Dealers Journal, Chicago, Ill.

**MILLS FOR SALE.**

**FOR SALE OR TRADE**—A good 60 bbl. Oklahoma full roller mill. Manchester Mill & Elevator Co., Manchester, Okla.

**FOR SALE**—75 bbl. Plansifter Mill at Pemberville, with elevator combined. Brick building. J. H. Bushman, Pemberville, Ohio.

**WATER POWER** grist mill in Canaan, N. H., cheap; well located in good farming territory. For particulars address White, Box 3, Grain Dealers Journal, Chicago.

**A BRICK** flouring mill of 50 bbl. capacity, located in Perrysville, Ind. Terms easy. Apply to B. O. Carpenter, Perrysville, Ind.

**FOR SALE**—To settle an estate will sell our 80 bbl. steam flour mill and steel tank storage, about 30,000 bu. Everything in good shape and running. \$15,000. C. L. Culbertson, Vevay, Ind.

**FOR SALE** 50 bbl. Roller Flour and feed mill with 10,000 bu. elevator in good wheat and feed section of Wisconsin. Oil Engine for power in good running order and on side track of R. R. Address J. Box 1, Grain Dealers Journal, Chicago.

**100-BBL.** steam flouring mill, Co. Seat town, Western Minn. Large exclusive territory. Plenty home grown wheat. Price \$10,000, easy terms. Partnership considered. Part exch. acceptable. Thomas Sime, Owner, 309½ Jackson St., St. Paul, Minn.

**FOR SALE** or exchange one of the best water power flour, saw and planing mills in Mo., located in good wheat country, plenty of wagon wheat every day at mill door. Mill running full time on a strictly cash trade. Poor health only reason for wanting to sell. Address Listed, Box 4, Grain Dealers Journal, Chicago.

**FOR SALE**—One flour mill building with elevator attached with a storage capacity of 8,000 bus., fully equipped, ample room for 75 to 200 bbl. milling equipment. Building and elevator in fine condition. Plenty of wheat and barley. Elevator doing a fine business. For further particulars address W. M. Chelf, Leoti, Kansas.

**PUBLIC SALE OF FLOUR MILL.**

**Fifty-Barrel Flour Mill** at Wooster, Ohio. One of the best locations in Ohio. Water power, new forty-five horse power gas engine. Operated every day. Business \$80,000 annually. Will be sold at public sale March 11th, at 1:30 p. m., on the premises.

For information write the Empire Milling Company, Wooster, Ohio.

**FOR SALE**—A two-break, four-reduction, "Richmond" Reel Flour Mill, never-failing water power, power enough for 2 or 3 such mills. Located in one of the finest farming valleys in Western Kentucky, near main line of I. C. Ry.; running and in good condition. Reason for selling: owner has other business which occupies all his time. For full particulars address The Grain Machinery Co., North Vernon, Ind.

**MILLS WANTED.**

**HAVE** 9-room residence in Bryan (Williams Co.), Ohio, worth \$3,000, mortgage \$600. Will trade equity for good Feed Mill in Ohio, Indiana or Michigan. Write AR, Box 4, Grain Dealers Journal, Chicago.

No need for formalities—You don't need an introduction to Journal Want Ads.—They will help you without, whatever your problems may be. Make use of them at once. Don't delay.

**A Trial Order****GRAIN DEALERS JOURNAL**

315 So. La Salle St., Chicago, Ill.

Gentlemen:—I wish to try the *Grain Dealers Journal* on the 10th and 25th of each month for one year just to learn if I can get any helpful suggestions from the opinions and experiences of other grain dealers. Enclosed please find One Dollar and Fifty Cents.

Name of Firm.....

Capacity of Elevator..... Post Office.....

.....bus. State.....



## SEEDS FOR SALE—WANTED

### CORN BRAN WANTED.

CORN Bran Wanted. P. L. Zimmermann Co., St. Louis, Mo.

### GRAIN WANTED.

WANTED—One hundred cars of oat straw, timothy, hay, buckwheat, grain and potatoes. Send samples.  
C. T. HAMILTON, New Castle, Pa.

### GRAIN FOR SALE.

IF YOU WISH to get in touch with a large number of dealers who have grain of all kinds for sale, insert an advertisement in the "Grain Wanted" columns of the Grain Dealers Journal, Chicago.

### FLOUR FOR SALE.

MIXED CARS of flour and mill feeds in 100 pound sacks are our specialties. We are now manufacturing a full line of corn goods, cracked corn, feed meal, corn and oats chop, Ohio Farm feed, shelled corn and standard oats, in connection with our flouring mill. Would like to send you a trial to convince you of the superiority of our products. Ansted & Burk Co., Springfield, Ohio.

### SCREENINGS WANTED.

SEED and grain screenings wanted. P. L. Zimmerman Co., St. Louis, Mo.

WANTED—Grain and grain screenings for fine grinding. We can use any kind of sound grain and screenings for milled molasses feed. COLONIAL CEREAL CO., Norfolk, Va.

WANTED — Chicken Wheat, Wheat Screenings, Milo Maize, Alfalfa meal, Oat Hulls or Oat Screenings. Wheat Bran and Middlings. Submit samples and prices delivered, car-lots. Adlun Milling Co., Columbia, S. C.

WE ARE IN THE MARKET for clover seed screenings now, and for the coming season. We will either contract for your entire output or buy your different lots by sample. It will be to your interest to confer with us before making any disposition of your screenings and low grade seeds. We will be glad to hear from you. J. M. King & Son, No. Vernon, Ind.

### SECOND-HAND BAGS AND BURLAP.

#### WHEAT BAGS FOR SALE.

5,400 second hand cotton bags at 11c each f.o.b. St. Louis, any quantity. Foell & Co., 123 Market St., St. Louis, Mo.

BURLAP BAGS OF EVERY KIND FOR SALE; new or second-hand, plain or printed with your brand; Seamless Cotton Grain Bags; Sample Bags; Burlap, Cotton Sheet-lap, or Paper for Car Lining, etc. Wanted: second-hand bags, best prices paid.  
WM. ROSS & CO., 409 N. Peoria St., Chicago

**Rudy-Patrick Seed Co.**  
ALFALFA MILLET CANE  
KANSAS CITY, MO.

### SEEDS WANTED.

WANTED—Mammoth and medium seed, true to name. Mail samples with lowest prices to Walter G. Trumpler, Tiffin, O.

SEED BUYERS AND SELLERS can quickly sell any quantity or buy any amount or quality by making their wants known through the "Seeds Wanted—For Sale" columns of the Grain Dealers Journal, Chicago, Ill.

#### WANTED—

Red Millet,  
Small Yellow Flint Corn,  
Canada Peas or home grown.  
F. A. Schwegler,  
212 Northampton St., Buffalo, N. Y.

#### WILL BUY

SQUASH AND PUMPKIN SEED,  
also Melon seed in large quantities, old, not germinating stock. Strong bags for export. Mail sampled offer to

I. L. RADWANER, NEW YORK CITY,  
GRASS, CLOVER AND FIELD SEED,  
IMPORT AND EXPORT.

**WANTED**  
**BALED FLAX STRAW**  
**In Car Lots**  
Address  
**FLAX FIBRE**  
1807 So. Clark St.,  
Chicago, Ill.

**The Toledo Field Seed Co.**  
Clover and Timothy Seed  
Consignments solicited. Send us your samples.  
**Toledo, Ohio**

**THE W. A. SIMPSON CO.**  
BALTIMORE, MD.  
IMPORTERS AND EXPORTERS  
CLOVER AND FIELD SEEDS  
(Write us for prices and samples Red Clover carloads or less)

**Milwaukee Seed Company**  
WHOLESALE SEEDS  
LONG DISTANCE TELEPHONE GRAND 672 and 673  
104-108 WEST WATER STREET  
MILWAUKEE, WIS.  
Buyers and Sellers  
Medium Mammoth Alsike,  
White Alfalfa, Timothy, Grasses,  
etc.  
Mail Samples Ask for Prices  
"The Live Clover House"

## Directory Grass Seed Trade

### ATCHISON, KANS.

Mangelsdorf Bros. & Co., The, wholesale seeds.

### BALTIMORE, MD.

Scarlett & Co., Wm. G., whse. seed merchants.  
Simpson & Co., W. A., seed merchants.

### BELFAST, IRELAND.

Lytle & Sons, Ltd., John, Per. & Ital. Ryegrasses.

### BUFFALO, N. Y.

Craver-Dickinson Seed Co., field seeds.

### CHICAGO, ILL.

Dickinson Co., The, Albert, seeds.  
Illinois Seed Co., The, grass and field seeds.

### CRAWFORDSVILLE, IND.

Crawfordsville Seed Co., seed merchants.

### EVANSVILLE, IND.

Small & Co., W. H., seeds, grain and hay.

### INDIANAPOLIS, IND.

Indiana Seed Co., The, Seed Dealers.

### KANSAS CITY, MO.

Missouri Seed Co., who. exp. and imp.  
Peppard Seed Co., J. G., wholesale seeds.  
Rudy-Patrick Seed Co., wholesale seeds.

### LONDON, ENGLAND.

LeMay & Co., C. W., w'sale, exp. & imp. fld. sds.

### LOUISVILLE, KY.

Hardin, Hamilton & Lewman, field seeds.  
Lewis & Chambers, field seeds.  
Louisville Seed Co., clover and grasses.  
Ross Seed Co., field seeds, exporters.  
Wood, Stubbs & Co., seedsmen.

### MACON, GA.

Georgia Seed Store, field and garden seeds.

### MILWAUKEE, WIS.

Courteen Seed Co., field seeds.  
Milwaukee Seed Co., wholesale seeds.

### MINNEAPOLIS, MINN.

Northrup, King & Co., wholesale seeds.

### NEW YORK, N. Y.

Radwaner, I. L., field & grass seeds, exp., impters.

### PHILADELPHIA, PA.

Philadelphia Seed Co., Inc., The, whse. field sds.

### SUGAR GROVE, ILL.

Garton Cooper Seed Co., The, seed merchants.

### TOLEDO, OHIO.

The Toledo Field Seed Co., clover, timothy.

### CRABBS REYNOLDS TAYLOR CO.

Crawfordsville, Ind.

## GRAIN CLOVER AND TIMOTHY SEEDS

Get in touch with us.

## CRAWFORDSVILLE SEED CO.

Crawfordsville, Ind.

## Clover Seed FOR SALE

Car lots or less. Ask for samples and prices



# SEEDS FOR SALE—WANTED

## SEEDS FOR SALE.

**TIMOTHY** and clovers a specialty.  
J. B. Leveille, Eyota, Minn

**FOR SALE**—Recleaned timothy seed \$3.25 per bu. in bag lots or by car load.  
J. W. Richards, Ferris, Ill.

**BRIGHT, PLUMP**, dry farm grown Alfalfa Seed. Write for samples and prices.  
Porter-Walton Co., Salt Lake City, Utah.

**WE HAVE** a limited supply of old corn for seed, 1914 crop. Correspondence solicited. L. B. De Forest, Oneida, Ill.

**ASK** delivered price on Texas red rust proof seed oats, delivered Missouri, Kansas and other states. A. S. Lewis, 2714 Routh St., Dallas, Texas.

**SEED CORN**, 5,000 BU., good, sound seed. Best varieties. 500 bushels Beardless Barley. Miami Valley Seed Co., New Carlisle, Ohio.

**GOOD**, clean 1915 crop timothy seed grown in vicinity of Wall Lake. Samples on application. \$3.50 per bushel. Wm. Claussen, Wall Lake, Iowa.

**FARM SEED**—Big Four and Silver Mine Oats; Reid and Griffith's Early Dent Corn; White Blossom and Medium Red Clover. Write for prices and circular. W. G. Griffith, McNabb, Putnam Co., Ill.

**SEED BUYERS AND SELLERS** can quickly sell any quantity or buy any amount or quality by making their wants known through the "Seeds Wanted—For Sale" columns of the Grain Dealers Journal, Chicago, Ill.

**SEED CORN**, 1914 crop, Minn. grown. Early Murdock 85 day yellow. Especially suited to Minn., S. Dak., and North Dakota. Shelled and graded only. Purity 99, germination 95. Golden Jewel, 90 day yellow. Suited to southern half of Minn. and north half of Iowa and to Wisc. Purity 100, germination 90, on the ear. Will sell this corn cheap in ear or 100 bu. lots. Satisfactory test guaranteed. Minn. grown seed corn is in great demand. Timothy Seed 100% pure at \$4 per bu. E. C. Davis Seed Co., St. Peter, Minn.

## WINTER VETCH

NEW CROP MICHIGAN GROWN  
YOUNG-RANDOLPH SEED CO., Owosso, Mich

## WE BUY AND SELL

Wheat Screenings, Cane Seed, Salvage Wheat, Kaffir Corn. Write or wire for prices.  
HENRY LICHTIG & CO., Kansas City, Mo.

## TRADE WITH US

When buying or selling

Red, Alsike and White Clover,  
Alfalfa and Timothy Seed

also

Dried Peas.

L. TEWELES SEED COMPANY

Established 1865

Milwaukee,

Wisconsin

## SEEDS FOR SALE.

**SEED CORN**, also Seed Oats. Aye Bros., Blair, Neb.

**FOR KAFFIR** Corn, Feterita, Cane of all kinds, Millet, Turkey Wheat, Milo, Sudan Grass. Write W. J. Madden, Hays, Kan.

**ALFALFA SEED** and Sweet Clover seed, finest quality. Write for samples. Sevier Valley Merc. Co., Salina, Utah.

**FOR SALE**—Good seed corn, oats and barley. The dependable varieties. Samples on request. Allen Joslin, Holstein, Ia.

**CHOICE** recleaned high grade Wisconsin Timothy, \$7.00 to \$7.50 per cwt. Alsike \$15.00 per cwt. Pfeiffer Grain & Seed Co., Durand, Wis.

**SUDAN GRASS SEED**, recleaned 1915 crop, high germination test. Write for prices and samples. Barkemeyer Grain & Seed Co., Great Falls, Mont.

**FOR SALE**—Black Soja or Japan Peas, Cow Peas, Black Eye Peas and Black Peas. Prices furnished on application. COLONIAL CEREAL CO., Norfolk, Va.

**WANTED** to hear from dealers who wish to handle all leading varieties of our high grade seed corn, thoroughly dried and tested. W. H. Boeker & Son, Petersburg, Ill.

**SEED CORN**—Our modern seed house is filled with the finest corn ever harvested. Four standard varieties. \$2 to \$2.50 per bu. If not satisfactory, we will return your money and pay freight both ways. Catalog free. Oaklawn Seed Farm, Box 22, Chatham, Ill.

**SEED CORN**, Clover and Soy beans. We have several hundred bushels of early selected seed corn. Imp. Reid's Yellow Dent, and Johnson Co. White. Germination near 100%. Home Grown, recleaned Red Clover and medium Yellow Soy Beans. Shipped on ten days' approval. E. G. Lewis, Media, Ill.

## The Mangelsdorf Bros. Co.

Sweet Clover, Alfalfa,  
Soudan Grass, Millet, Rape.

ATCHISON

KANSAS

## HIGH CLOVER PRICES

are due to shortage in domestic yield. How much of deficiency will imports make up? March is month of big demand. High prices mean wide fluctuations and investment opportunities. We offer complete service in world's largest clover seed market. Write for special Weekly Review.

SOUTHWORTH & CO.

Second National Bank Bldg., TOLEDO, OHIO

## SEEDS FOR SALE.

**SUDAN GRASS SEED**—Officially inspected, \$60 per 1,000 lbs., while it lasts. Get busy. Weaver Bros., Lubbock, Texas.

**BRIGHT** heavy selected white oats for seed. Samples and prices furnished. Farmers Grain Co., Denver, Colo.

**FOR SALE**—Timothy, Red Top, and Clover. For samples and prices, write J. M. Schultz, Dieterich, Ill.

**SWEET CLOVER SEED**—White and biennial yellow. Large and small orders solicited from the trade. Bokhara Seed Co., Box 93, Falmouth, Ky.

**STOCK PEAS** and Whippoorwill Peas. We have a few cars of each for sale. Ask for price f. o. b. Longview. H. H. Watson, Longview, Texas.

**THOMASSON-MORRISON GRAIN CO.**, Chattanooga, Tenn.  
Headquarters for Southern Cow Peas and Soy Beans. Write us for prices.

**FOR SALE**—Thoroughbred Blue Grass. Seed grown on best farms in the heart of the Blue Grass region of Kentucky. For prices, write Elmendorf Coal & Feed Co., Lexington, Ky.

**SUDAN SEED**—Pure, clean Sudan Grass Seed, grown from certified seed, inspected while growing; thoroughly cleaned 100-lb. lots, \$5.00; 1,000-lb. lots, \$45.00, f. o. b. Lubbock. Special price on car lots. Wheelock Seed & Grain Co., Lubbock, Texas.

**SEED CORN**—A choice lot of 1915 Reids Yellow Dent Seed Corn, deep grain and well matured, germination test 99%, shelled and graded, sacks free, \$2.50 per bu.; in ear, crated \$3.00 per bu. Will ship on approval. Shady Lane Stock Farm, Jerseyville, Ill.

We have for sale several thousand bushels of seed corn, both 1914 and 1915 crop. Can furnish in large or small lots.

McGREER BROS., Coburg, Iowa

## ?SHORT ON FIELD SEED?

WRITE US

Clovers, Millet, Kentucky Blue Grass (Mo. Grown) and Seed Corn

Special Qualities

MITCHELL HILL BROS. ST. JOSEPH, MO.

## SEED OATS

Car load lots and less

ANY VARIETY

GARTON COOPER SEED COMPANY

SUGAR GROVE, ILL.

## High Grade Clover Seed

AT THE RIGHT PRICE

WM. G. SCARLETT & CO.

Baltimore, Md.

D. E. RAPE ALFALFA GRASSE

EXPORTERS and IMPORTERS  
Ask For Prices  
RED CLOVER  
ALFALFA  
W. E. RAPE  
WHITE CLOVER  
LSYKE  
NATURAL GRASS  
ENGLISH RYE  
RED TOP  
44-46 Pearl Street  
NEW YORK CITY  
I. L. RADWANER



## SEEDS FOR SALE—WANTED

### SEEDS FOR SALE.

HIGH tested Reid's Yellow Dent seed corn, \$2.50 per bu. Satisfaction guaranteed. Clifford Post, Lewistown, Ill.

FOR SALE—Choice Wisconsin and Minnesota grown Clover and Timothy. Write for samples and prices. G. H. Krumdick Co., Winona, Minn.

FARM SEEDS—Medium Red and Alsike Clovers, Soy Beans, Cow Peas, Canada Field Peas, and pure bred Seed Corn. Write for price. L. C. Brown, La Grange, Ill.

GERMAN MILLET. We have a limited supply of German Millet which we can now offer to the market. Correspondence solicited. D. H. Clark, Galt, Mo.

SEED CORN—8,000 bushels 100 per cent test, best yielding and maturing varieties grown. Satisfaction guaranteed. \$2.50 per bu. Sample and catalogue free. Wile Seed Co., Colfax, Ind.

FOR SALE—2,000 bus. Halls improved Ensilage, also Mammoth White Dent Seed Corn. Highest quality, thoroughly matured. Sample and circulars free. W. E. Hall, Mechums River, Va.

FARM SEEDS for sale. Sweet Clover (white blossom), Alfalfa, Big Four and Silvermine, Oats, Soy Beans and Reid's Yellow Dent and Griffith's Early Dent Corn. W. G. Griffith, McNabb, Ill.

### CHOICE WHITE SEED CORN

We have a limited amount of the famous Scioto Valley White corn suitable for seed. We guarantee satisfaction. Price \$1.10 f.o.b. Portsmouth, Ohio.

THE GRIMES-STRTMATTER GRAIN CO.

## W. H. SMALL & COMPANY

Evansville, Indiana

### FIELD SEEDS AND GRAIN

If you have Seeds to sell, send us samples.

If you want to buy, ask us for samples

LET'S GET ACQUAINTED

### SEEDS FOR SALE.

SOUDAN GRASS SEED, Straight NECK CANE SEED. DAVIDSON FEED STORE, Lubbock, Texas.

CHOICE CLEAN Iowa grown Timothy, \$7.50 per 100 lbs. Samples on request. St. Olaf Grain Co., St. Olaf, Iowa.

BLACKMAN & GRIFFIN CO., Ogden, Utah, sell Alfalfa and Clover Seeds. Write them.

SWEET CLOVER seed, special scarified, hulled & unhulled. Circular and prices on request. John A. Sheehan R. 4 Falmouth, Ky.

CLOVER SEED, Red Clover & Alsike. Any quantity, bag to car lots. Samples and prices on request. Wisconsin Seed & Fertilizer Co., Oshkosh, Wis.

GOOD SEED CORN at low prices. High germinating, 1914 crop; dry, well cured seed corn for immediate delivery, car lots or less, at reasonable prices. Write to-day for samples. Dakota Improved Seed Co. 122 Main St., Mitchell, S. D.

"MAY BELL" Brand Pure Field

WE BUY **SEEDS** WE SELL

ROSS SEED CO., Louisville, Ky.

### LOUISVILLE SEED COMPANY

INCORPORATED

LOUISVILLE, KY.

Headquarters for

RED TOP AND ORCHARD GRASS

BUYERS AND SELLERS  
OF ALL VARIETIES FIELD SEEDS

### SWEET CLOVER (biennial—

White and Yellow—hulled and unhulled)

Fancy Red Top  
Orchard Grass  
Kentucky Blue Grass  
Tennessee Millet  
Cow Peas  
Soy Beans

Write for Samples and Prices Today

WOOD, STUBBS & CO.

(Incorporated)

LOUISVILLE SEEDSMEN KENTUCKY

### SEEDS FOR SALE.

SEED CORN, hand picked, leading varieties, white or yellow, \$2.50-\$3 per bu. Write me your wants. Ed. S. Barry, Hardin, Ill.

MINNESOTA Grown seed Corn, North Dakota grown Brome Grass, Red River Valley Seed Potatoes, D. D. Simmons Company, The Moorhead Seed House, Moorhead, Minn.

### FOR SALE.

Clover Seed,  
Whipporwill, New Era,  
Red Rippers, Clay and Mixed,  
Recleaned  
Cow Peas.  
Horner Elevator & Mill Co.,  
Lawrenceville, Ill.

## FIELD SEEDS

AND ONION SETS

WE BUY—WE SELL

HARDIN, HAMILTON & LEWMAN  
Louisville Kentucky

## CRAVER-DICKINSON SEED COMPANY

Buffalo

Binghamton

Buy and Sell

TIMOTHY  
CLOVER  
ALSIKE  
ALFALFA  
POP CORN

## DICKINSON'S

Standard Brands of

GRASS  
MIXTURES

for Lawns, Golf Courses,  
Tennis Courts and  
Athletic Fields

MEET REQUIREMENTS  
FOR ALL SOILS

Samples and Quotations  
on application

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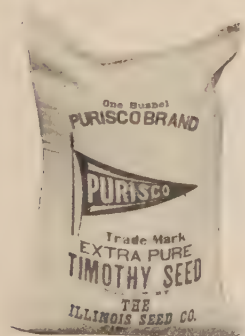
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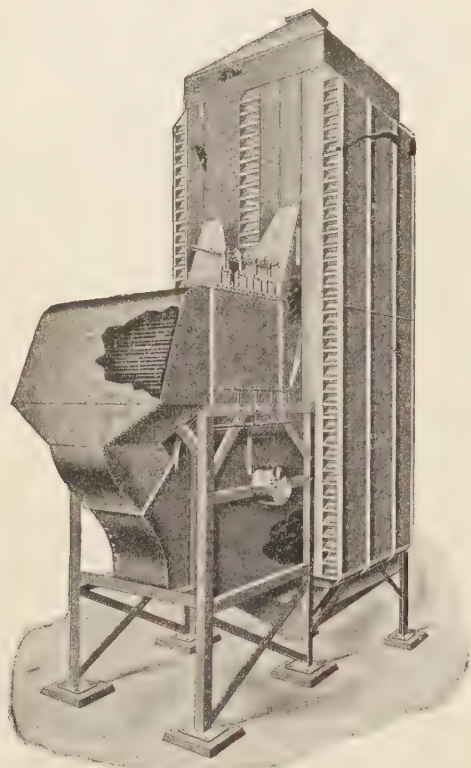
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Requires no power nor heat.  
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## GRAIN DEALERS JOURNAL

[Incorporated]

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### SUBSCRIPTION RATES

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### THE ADVERTISING

value of The Grain Dealers Journal as a medium for reaching progressive grain dealers and elevator men is unquestioned. The character and number of advertisements in its columns tell of its worth. If you would be classed with the leading firms catering to the grain trade, place your announcements in the Journal.

Advertisements of meritorious grain elevator machinery and supplies and of responsible firms who seek to serve grain dealers are solicited.

### LETTERS

on subjects of interest to those engaged in the grain trade, news items, reports on crops, new grain firms, new grain elevators, contemplated improvements, grain receipts, shipments, and cars leaking grain in transit, are always welcome.

Entered at the Chicago, Ill., Post Office as Second-Class Matter Aug. 5, 1898.

CHICAGO, FEBRUARY 25, 1916

FREE WHEAT from Canada can no longer be held as a prospective menace to the safety of holders of that cereal, as the party in power at Ottawa has declared against reciprocal free trade in wheat with the U. S.

STUDENTS of markets will find much helpful information regarding different important factors, which influence the rise and fall of prices, on pages 300 and 301 of this number. The subject has never been given more comprehensive treatment than in the able address from which our article is taken.

A CARLOAD of wheat being transported by the Boston & Maine Ry. recently rolled over an embankment with four other freight cars, and the ruin was so complete that the road-let the wreckage remain where it lay. Some shipper, however, is beginning to worry about this time, concerning his wheat shipment, and he will no doubt be compelled to ferret out the facts for himself.

LAST NOVEMBER a grain buyer with a varied experience in western Canada, wrote sarcastic letters to the Grain Dealers Journal about elevator agents who disposed of their employers' grain for their own account. This gentleman is now languishing in jail for converting various amounts of his employer's property to his own use, and the guarantee company has made up his deficiency.

SOME RECEIVERS who contribute liberally to the support of lecture bureaus agitating for the establishment of additional grain elevators at stations having ample facilities have the nerve to attend meetings of the regular elevator men.

SNOW-MIXED grain, whether it be in Kansas or Saskatchewan, is not improved by the snow, and the sooner it is removed and the grain dried the more likely will the owner be to avoid a loss on his grain.

DAMP OATS can not be retained long in store without burning up. Evidence in support of this statement is reaching us in increased volume every day. The number of country elevator men who suffered large losses from placing the damp oats in their bins last fall, and leaving them lie still, is now being emphasized by their demand for pick axes to remove the oats. In addition to losing the oats they lose much valuable time on the part of their employes who take out the oats. The dust makes them sick.

BAG HANDLING of grain on the Pacific coast has met with much discouragement during recent years by the high prices demanded by the bag manufacturers. This led to the extensive use of second-hand bags, and finally this economy has developed into an unexpected abuse, with the result that the Grain Trade Ass'n of San Francisco is considering a proposition to levy a penalty of 50c to \$1 per ton on grain bagged in second-hand burlap. This seems reasonable and gives us additional evidence of the early adoption of bulk handling methods at all points on the Pacific coast.

CASUALTIES—Four deaths and the same number of injuries was the grain trade's toll for the last two weeks to the protruding and unguarded set screw, and other unguarded machinery in elevators. One employe, looking down an elevator shaft for the manlift was killed instantly when the equipment descended swiftly from above; another, placing a belt upon a moving pulley by hand had the ligaments of his arm badly torn, while a third lost his right hand when the corn sheller which he was inspecting was unexpectedly set in motion. These accidents can not be anticipated; they are thrust upon the elevator operator often at a moment when he feels most secure. Tho it is impossible to positively guarantee himself against accident, the cautious operator will do what he can to guard all moving machinery within or about his plant. The protruding set screw, that most dangerous of all hazards, should be either thrown in the discard at once and be replaced with the headless screw, or it should be securely collared with a strip of tin or other metal.

ADDING MOISTURE to grain sold as natural is not likely to be encouraged by the U. S. Department of Agriculture now that the committee appointed by the Council of Grain Exchanges to take up this question with the Department, has presented its protest against the practice.

ELEVATOR MEN contemplating improvements in their plants which will involve investment of any considerable sum in steel, will be surprised by the marked advance in prices made recently, and what is worse if the demands of the Allies on our steel industry for supplies continue, prices will continue to soar.

FIRE RESISTING roofs are now required by at least one railroad company upon all buildings erected upon its right-of-way. This means that elevator men will not be granted building sites on the right-of-way unless they contract to cover their buildings with fireproof material. This will prove an economy to the elevator man as well as to the railroad, because it will surely effect a material reduction in the number of elevator fires.

A SAVING of \$90 per month thru the installation of a gasoline engine is reported by an Ohio grain shipper in the news department of this number. With this showing, at a time when fuel for the engine is selling at premium figures, the amount saved to the shipper in normal periods would be even greater. The one item of reduced payments on insurance policies is great enough to alone warrant an immediate change from steam to gasoline power.

CORN SHIPPERS who are so unfortunate as to be without a modern grain drier, must take into consideration three important factors every time they offer corn for sale for early shipment. First, the percentage of moisture their corn contains, second the prospect of their obtaining cars and third the term which the corn is likely to be kept in the box car in transit before the buyer has an opportunity to inspect it. All conditions are ripe to produce a world of trouble for corn shippers during the next three months, as damp corn will not carry after warm weather arrives. Many shippers have suffered greater losses on a single car of corn than it would have cost them to install a drier which would have insured them thereafter against their corn heating in transit. Under such conditions, it would seem certain that every corn shipper would equip his plant with a good drier, but sad to relate, many shippers are still trying to get along without a drier. The terminal elevator man, with many driers of large capacity, is working night and day to make contract corn out of water-logged grain and reaping a rich profit on his investment.



DO YOU KNOW the burdensome conditions placed on your contract for the transportation of your grain by the rules on the back of your B/L? Are all of those conditions to your liking? If not, now is the time to let your voice be heard as the Interstate Commerce Commission is holding hearings about the country to try to learn the wishes of the shipping public in regard to the form of B/L and the conditions on the back of it. If you are interested in your own business study these conditions, and show the Commission wherein they work a great injustice to your business.

MIRACLE WHEAT is again being pushed upon the farmers of Oklahoma, because of its "wonderful drouth producing characteristics" and because of the enormous yields which it is claimed to produce. This is the same wheat which is said to have been discovered by K. B. Stoner in Virginia some years ago, on whose farm one seed produced 142 stalks. Some marvelous claims are made for the yields from the miracle seed, but no one has been able to harvest the claims, in fact the seed seems to have been grown only for the purpose of doping farmers anxious to secure a greatly increased crop without increased labor.

SEED GRAIN, with the single exception of spring wheat, seems to be in greater need of careful testing before sowing this year, than ever before. Tests made with wheat, oats and corn in the winter wheat sections have proved so much of the grain to be dead as to make its use in planting a certain loss of much valuable time. Grain dealers should, in the interests of their farmer patrons, press every one earnestly and persistently to test all grain intended for seed. Otherwise the crop is sure to be uneven in quality and the yield greatly reduced, both of which will bring grief to the dealer as well as the farmer.

THE CAR SITUATION continues to handicap seriously would-be shippers in all parts of the country, and no doubt the shortage will last so long as the war lasts, and our enormous exports of food-stuffs and war munitions continues. Our seaports have not facilities for storing or handling such an enormous business, hence freight cars are pressed into warehouse duty all along the trunk lines leading to the seaboard. This unusual delay in the release of box cars is making it impossible for the railroad companies to work their rolling stock to their maximum earning capacity, or can it come anywhere near meeting the actual needs of western shippers. Grain shippers who contract grain for time shipment must be careful to take into consideration the possibility that they will not be able to obtain cars promptly when wanted.

THE B/L EXPERTS who have the interests of the grain trade at heart, owe it to the trade to see that when new rules bearing on the form and conditions of Bs/L are adopted, rules should be included to stop forever the issuance of blank S/O Bs/L to any one. The railroads do not issue blank passenger tickets altho the sums involved are infinitesimal as compared with the value of carloads of grain and seeds. When S/O Bs/L are issued only after the grain has been received, the opportunity for forging Bs/L of this character will be reduced to a minimum. What is more, the Bs/L of this form, issued at any station, should be numbered consecutively, bear the station's dating stamp, be filled in, and signed by the agent in ink.

THE GRAIN Grades Act, which was reported favorably to the lower house of Congress, has been materially changed since its publication in the Journal for Dec. 25th, but continues to receive the support of many members of the trade who are utterly oblivious of the fact that the bill is now known as 10,405. Mr. Moss is no longer identified with the bill, it having been reported to the House by a sub-committee of which Congressman Rubey of Missouri was the chairman. The bill, as amended gives the Secretary of Agriculture power to alter or modify the standards whenever the necessities of the trade may require, on 60 days' notice. This is giving the Secretary of Agriculture entirely too much authority. It is generally held by members of the trade that no changes in grades should be made by any one without a much longer notice.

THE UNITED STATES Supreme Court has decided that a membership in the Minneapolis Chamber of Commerce is taxable, and hence the members of that organization in the absence of any specific state law to the contrary, will henceforth be taxed not only on the real and personal property of the Exchange, but also upon their certificates or title to their share in the property. This looks very much like double taxation, which can not be considered either fair or excusable. In addition to these two taxes the members of the Exchange are taxed twice by the Federal Government, once on each transaction in grain for future delivery and again on their annual profits in excess of \$4,000. The politicians seem to be laboring under the impression that grain exchange members are easy marks, hence they should be called upon to pay all the taxes they can devise. Some day the consumers and producers of bread-stuffs may awake to the fact that these unjust takes have been passed on to them, and then the politicians will get a real rap.

DUMPING the fire pot of a locomotive alongside of a cribbed elevator, the overturning of a lighted lantern, tramps and smoking are the known causes responsible for the 16 fires reported in the news columns of this number. The loss to the grain trade was more than \$225,000, most of which could have been saved had proper precautions been observed. Ten of the 16 fires, or 62.5%, are credited to unknown causes and therefore serve to point no correction for their cause in other risks. If elevator operators, in reporting losses, will relate as accurately as possible, just how and where the fire started, the insurance companies will be assisted in eliminating those hazards in other plants, and all patrons of mutual fire insurance companies specializing in grain elevators will have their insurance cost reduced proportionately.

FORTUNATELY for the general public and the grain trade all Congressmen are not so ignorant as Rep. Young of North Dakota, who in a recent speech in the House proposed to raise a half billion dollars of revenue by imposing a tax on grain future sales on Boards of Trade of a fraction of a mill. For the information of Mr. Young and others of his ignorant ilk it should be stated that Exchange transactions have for more than a year been paying not a mill, but a whole cent per \$100 of valuation, and the tax is not netting the government more than an infinitesimal fraction of a billion. What revenue the government does derive from this source is really paid by the farmers whose grain is handled on the Boards, as the future delivery transactions are inseparably bound to the cash grain transactions by hedges.

THE GOOD ROADS movement was given a big impetus at the recent Chicago Concrete Highway Conference. No one is in a better position to appreciate the full value of this agitation than the grain shippers of the west. In many sections the soft roads have prevented the marketing of grain for the last four weeks, and it may be eight weeks before those roads are hard enough to bear the weight of a loaded wagon. Naturally this season the inability to make shipments, owing to the scarcity of cars, has diminished the seriousness to the grain trade of country road conditions, but this has been offset by other evils. This number of the Journal reports the death of two prominent grain men and the serious injury of two others, due to their automobiles swerving and skidding on country highways. Concrete or macadam roads would no doubt have prevented a part of these casualties. The grain trade, vitally dependent upon serviceable roads, should not be content until the country has many times its present mileage of improved highways.



RATS know nothing of race suicide. Every male and female trapped or poisoned now means 940,369,962,152 rodents less in five years. The campaign against these destroyers of grain and seed should be made as vigorous as the community warfare started every spring against houseflies.

CAR ROOFS will be full of doors if our many correspondents persist in demanding them, and we see no reason why grain shippers should not have the kind of cars needed to facilitate shippers loading out grain. Doors were cut in the ends of the cars primarily to facilitate the loading of lumber into the boxes, and the lumber tonnage is not one, two, three as compared with the grain tonnage given all of the lines in the grain surplus states.

THE RAILROAD claim agents seem to have been preying upon many grain shippers with claims to collect, and we doubt not many other shippers have had just as discouraging experiences as those narrated in "Letters" this number. It seems too bad that any shipper should entrust the collection of his claims to unknown claim collectors without receiving a written contract which would protect his interests against the loss of claims entrusted to the collector.

SOME MISGUIDED enthusiasts of South Dakota have become obsessed with the idea that the only thing necessary to establish a terminal grain market is a large elevator, and accordingly a company has been organized in that state to build what it is pleased to term a "terminal elevator" at an interior town. It seems very doubtful that the best salesman on earth could convince the bucolics of that state to invest money in such a wild scheme, but their prejudices have been prayed upon so frequently and so successfully in the past it is barely possible that this latest scheme to exact money from the misguided farmer will meet with success.

TILE has long been used satisfactorily in the construction of grain storage tanks, as well as in the construction of ventilated corn cribs, but in this number we are able to present the first tile elevator ever erected in this country for the handling of grain at a country station. The eagerness of the country elevator man to eliminate all the known fire hazards from his plant is resulting in the erection of much more substantial buildings, their better arrangement and equipment, as well as their better care after they are placed in operation. The more money a man invests in his plant the greater is his pride in keeping it in prime working order and up to date.

SHIPMENTS of grain billed to Kansas City, Mo., from Kansas points, are interstate traffic even tho the railroads unload into elevators on the Kansas side. This is the recent ruling of the Kansas Supreme Court, as reported in "Grain Carriers" of this number, and in effect, means that the Interstate Commerce Commission and federal courts will have jurisdiction over such shipments instead of the state courts.

PUBLICLY OWNED elevators at country points is one of the slogans with which a gubernatorial candidate of Pocatontas, Ia., expects to fight his way into the governor's chair. No doubt this idea emanates from the mind of a man who has a large acreage of grain and desires the public to provide free storage for him. The city people, however, would much rather have state owned hotels, state owned grocery stores, drug stores and other state owned institutions, so they could obtain needed service for little or nothing. The persistent efforts being made to force state and federal governments into all kinds of business callings is generally prompted first, by the politicians looking for places for their needed supporters, and second, by selfish promoters who expect to profit at the expense of the state. The proper province of government is to rule, to regulate, to control, not to serve in any capacity.

FARMERS elevator companies are entitled to the fullest use of the facilities of the Boards of Trade for the sale of grain to arrive by the carload or hedging 1,000 bus. for May delivery; but grain commission merchants can not afford to handle such business for them unless the farmers' corporation duly authorizes its manager to sell and buy grain for future delivery, as with some directors of farmers' companies the temptation is to deny the manager had authority to make the sales that resulted in a loss, on account of the fluctuations of the market. The suit just brot by a farmers elevator company of Illinois to recover \$7,500 from a grain exchange member because of alleged unauthorized transactions leads to the suggestion that the Exchanges should adopt a rule mandatory on members to transact no business in cash or futures for any corporation, whether private, line house or co-operative, without having first obtained a written statement signed by the president and officers of the corporation giving general and specific powers to the individual named to contract for the future delivery of grain. Many grain commission firms feel the need of such a statement when tendered business from a corporation, but hesitate to ask it for fear of offending the manager, who might take the question as an insult instead of a plain matter of business, which it is.

## Reopening of the "Natural Shrinkage" Case

Shippers who believe that the railroads are not justified in docking claims for shortage to allow for so-called "natural shrinkage," will be pleased to know that the Interstate Commerce Commission has seen fit to reopen the A. B. Crouch case and welcomes the opinions and arguments of shippers as to what is right in the case.

If you believe that new grain and old grain, whether it be harvested in damp weather or dry weather, whether it be shipped in hot weather or cold weather, whether it be shipped 100 miles or 1,000 miles, and whether it be kept in a tight box car one day or six weeks, will always shrink the same amount per bushel, then, no doubt, the railroads' claim of a fixed natural shrinkage on all shipments is fully justified.

It has been generally supposed that the common law required every carrier to deliver the full amount of any commodity entrusted to it for transportation, and failing to make such a delivery it is up to the carrier to prove non receipt of the amount of claim at the point of shipment. If the carriers are to be granted any allowance for natural shrinkage on any shipment then it is up to them to prove that the identical shipment did actually shrink. It has been proved beyond all doubt that some shipments of grain have taken on a material amount of moisture while in transit, so it is quite certain that the dockage for so-called "natural shrinkage" in many cases must be absolutely unjust and unfair. Neither the quality shipped, the conditions of loading, or the terms of confinement in the box car are uniform on shipments from any station or over any road, hence it is not reasonable to establish rules governing a mythical shrinkage.

The Interstate Commerce Commission in its decision in the A. B. Crouch Grain Co. case against the Santa Fe, was so widely at variance with many decisions of the state courts that it does not seem possible that the Commission could again take the same stand, but fearing that a majority of the members of the Commission might be befuddled by the misleading arguments of the railroad lawyers it behooves shippers to present their side of the case in as forceful a manner as possible.

FOLLOWING the Russian victories recently in the Asiatic campaign, at Erzerum, there was some selling of wheat in the markets of the northwest.

THE EXPERIENCE with shingles over the country as a whole—and that is the experience which must be drawn upon—has been very bad. They are fire breeders and fire spreaders. Let the writer who says they do not increase the fire hazard look up the records of Birmingham and Chelsea.—*Our Paper.*



## Letters

[Here is the grain dealers' forum for the discussion of grain trade problems, practices and needed reforms. When you have anything to say of interest to members of the grain trade, send it to the Journal for publication. It may draw out the views of others.]

### Claim Agents Who Work Only for Themselves.

*Grain Dealers Journal:* In my travels among the dealers I find a good many who have been swindled time and again by so-called railroad claim collectors who offer to collect claims on a 25% basis. After they obtain full data, these so-called collectors forget the shippers and offer to settle with the railroad for 50%. If they collect anything it is all clear velvet, because no matter how often the shipper inquires as to what is being done there is always the come back that "notwithstanding our most persistent efforts, we have thus far been unable to get any action in the matter," until finally the shipper gives up in despair.

There is no reason why any grain shipper can not collect his legitimate claims against the railroads if he will keep posted regarding the efforts and successes of his brother dealers.

The trouble with most shippers is that they fail to present their claims in a manner intelligible to the railroad claim agent, and therefore their claims are "respectfully declined."

If every dealer would obtain a supply of duplicating claim blanks, they would save a great deal of time and money, and avoid unnecessary labor and worry. These blanks can be filled out in a few minutes. They give the claim agent just the data he needs, and he can see at a glance just how the amount of the claim is ascertained.

It has been well said that a salesman's initial impression will make or break his sale, and the same rule can be applied to the collection of railroad claims. Facts are what the claim agent wants, and the dealer who furnishes them in a concise form stands a much better chance of collecting his claim, than the man who writes a letter covering poor service in general and a few, but not the vital particulars regarding the claim in question.

Duplicating blanks are the best because they furnish a permanent record of claims filed and enable the dealer to tell at a glance just how much time has elapsed since claim was filed. When kept in book form, they furnish a ready reference to all claims open and eliminate the possibility of becoming misplaced and forgotten. Yours truly, W. B. Granger.

### Store Corn on the Ground.

*Grain Dealers Journal:* Would-be grain shippers everywhere will be interested in learning how well the elevator men of western Kansas are served with cars. The photograph is of corn bought by D. M. Vaughn, manager of our Scott City elevator. He has been forced to pile the 3,000 bus. of ear corn on the ground, because cribs and house are full.—Salina Produce Co., Salina, Kans.

### Avoid Piling Corn in Open.

*Grain Dealers Journal:* The picture in the Journal of Feb. 10, showing 14,000 bus. of ear corn piled in the open at Agenda, Kans., has created much comment in the state. A sudden rain or snow storm would wet these piles 2½ feet down. When cars are available and this corn is finally loaded, just enough of the moisture laden corn will get into each car to lower the grade on the entire load.

No man can afford to take this risk. Instead he could place a small advertisement in his local papers stating the circumstances, that he can accept no more ear corn, or other grain, until cars are available. That puts the blame on the railroads and in no way injures his standing with his farmer patrons. Or, for an expenditure of only \$1.50 or \$2.00 he can drop a printed postal card to each one of his patrons and advise the cause.

Some dealers may figure that if they do not accept all the grain offered, their competitors will be glad to get it. My advice would be to let them take it. A heavy rain or snow would put them out of business.—H. C., Topeka, Kan.

### Helped by the State Ass'n.

*Grain Dealers Journal:* We would like to call the attention of Journal readers, who are not members of any grain dealers' association, to the benefits to be derived from such an organization.

We believe every grain dealer should belong to some association, but, being a member of the Kansas Grain Dealers Ass'n., and having become familiar with its work, we speak more especially of it.

Within the last year it has collected for us, through the efforts of Secretary E. J. Smiley, claims for loss in transit and overcharges in freight amounting to nearly \$400. These claims were placed in Mr. Smiley's hands after we had done all we could toward collecting them.

We have written a number of times for information pertaining to matters in our line and it has always been cheerfully given.

If every country grain dealer would read the decisions handed down by the Arbitration Committee of the Ass'n a great many disputes would be avoided. There is no better way of settling unavoidable business disputes than by arbitration.

If every grain dealer tributary to the Kansas City market would become a member of the Kansas Grain Dealers'

Ass'n, and make use of it, he would get as much in proportion for the money paid for dues as from any other item charged to his expense account.—Yours truly, Verona Grain & Lumber Co., Earl H. Ground, Mgr., Prosser, Neb.

### Commends Community Building Round-Ups

*Grain Dealers Journal:* I attended one session of a two day meeting held in Wabash, Ind., last week, which was called "The Farmers Round Up." The local merchants all joined hands, hired a theater and then obtained interesting speakers and invited the farmers for miles around to come in and learn that the merchants of Wabash were determined to live up to their motto, "It's Easy to Boost Wabash County."

With music to start each session, and prominent speakers, both men and women, with moving picture machines to illustrate their lectures, the farmers were enlightened upon such subjects as "Treating Grain for Smut," "Social Life on Indiana Farms," "Community Team Work," by Bert Ball, "Plant Food Management," "The Pure Bred Hog," "Keeping Farm Accounts," "The Construction of Concrete Silos," "Live Stock" and "Improved Agriculture."

"Cooperation of Town and Country" by B. F. Harris occupied one evening session, and "The Enrichment of Country Life" by G. I. Christy occupied another evening session, motion pictures being used both evenings.

After witnessing the large number of farmers and their wives in attendance at this Round-Up and the intense interest which they elicited in the program, I am convinced that it will work to the common good of all residents of the county. It brings home to the farmers as well as to the town merchants their interdependence one upon the other, and the necessity of their co-operating, if their community is to be made a desirable place for both. Not only will such meetings draw the farmer and the local merchant closer together and establish more cordial relations than generally exists, but it will help the farmer to improve his methods and encourage him to suggest the possibility of improvement in the methods of the local merchant. Grain dealers should lose no opportunity to attend one of these round-ups and learn at first hands their real influence on the participants. Yours for less prejudice and more friendly co-operation, Traveler.



Corn Piled in Open at Elevator of Salina Produce Co., Scott City, Kan.



## Beware of Advance Seekers

*Grain Dealers Journal:* On Feb. 1 a man giving his name as D. S. Smith sold me 1300 bus. of corn. He claimed that he lived just outside of my territory near Preston, Neb., and asked for an advance of \$15.00, which he received. I have since heard of similar cases that have occurred in the last eight months, and believe they are the work of this same man, whom I have learned is a swindler. He has been operating under the various names of Smith, Davis and Wilson. This party is about 45 years of age, five feet, eight inches tall and weighs about 175 pounds. He is a free talker, and his dress and bearing is that of a prosperous farmer.—W. R. Browning, Padonia, Kan.

## Favors Doors in Car Roof.

*Grain Dealers Journal:* In the Journal for Feb. 10 I notice two letters in regard to making loading places on the top of cars to spout grain thru. In my opinion the idea is a good one, as I believe both shippers and railroads would profit by it.

A few days ago, my helper came into the office after he had finished loading a car and made the remark that he could not see why the railroads could not make a place on the top of their cars to spout the corn into instead of spouting it through the door, which would do away with the necessity of scooping, and load the car full as well.

I believe there should be two holes or openings, on each side of the running board, and at the center from the door to each end of the car. They could easily be covered so as not to leak, and the covers could be fastened with bolts or hooks on the inside. I think all shippers should urge this matter.—W. B. Essick, South Bend, Neb.

## Suggests Spout Holes in Sides of Grain Cars.

*Grain Dealers Journal:* I advocated putting doors in the roofs of cars so an elevator man could load these cars without getting inside and shoveling tough, musty grain. The shoveler can not avoid inhaling a lot of poisonous dust.

I will concede that doors in the top of the car would allow tramps to enter and when they left they might not be gentlemen enough to shut the door. It might rain or snow in on the grain and spoil a few bushels. But if we can save some poor fellow from getting into these cars and save him from swallowing a pound or two of this poisonous dust it would be better to allow a few bushels of grain to become damp.

However, that is not necessary, we do not need an opening in the top of car large enough for an elephant to pass through, as Ringlings unload their elephants through the side doors and not through the roof.

I concede that a door in the roof would not do. But I do insist that port holes right up under the eaves with a metal slide to close the small opening which would have to be large enough to place a ten inch spout through would answer the same purpose as a door in the roof. As it would be in under the eaves no rain or snow could enter. If a tramp crawled through one of these openings the chances are that he would never crawl through another one. As I get out here in the cold and carry grain doors and cooper cars for the railroads and make

no charge, I figure that I am entitled to suggest something that would save my employer at least \$100 or more a year. Very truly, Percy Reed, Ada, Kan.

## Expensive Experience With Railroad Claim Collector.

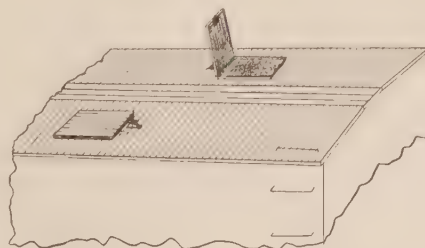
*Grain Dealers Journal:* I wish to relate an experience I had with the Robert W. Wiles Co. of Kansas City, Mo.

During the fall of 1913, a man claiming to represent the Robert W. Wiles Co. called on me and I turned over to him papers supporting claims amounting to \$214.16. The claims involved cars loaded here, and shipped to Topeka, Salina, Lawrence and Kansas City, during the year 1912, and the first nine months of 1913. This party gave me a receipt for the papers.

Not hearing anything from the Wiles Co., I wrote it six or seven months later and asked what had been done. Not receiving a reply, I wrote again, and if memory serves me correctly, I wrote Robert W. Wiles & Co. three or four times, and received only one reply to the effect that the matter was being looked after and that as soon as settlement was made, I would receive my money.

During the fall of 1915, Sec. Smiley of the Kansas Grain Dealers' Ass'n called at my office and I told him what I had done. He told me that Robert W. Wiles was dead, but that upon his return home, he would look up the case and let me know what had been done. A short time afterwards, he advised me that Hall R. Lebrecht, attorney for Robert W. Wiles & Co. had brot suit before a justice of the peace in Jackson County to recover \$214.16 for loss of wheat. This suit was commenced Dec. 18, 1913, and judgment was rendered for plaintiff, Dec. 30, 1913. On Jan. 2, 1914, the case was appealed by the U. P. R. R. Co. On April 21, 1915, the case was settled out of court, for \$101.05 and costs.

Mr. Smiley, after securing this information, demanded of E. E. Strickland, who was connected with Robert W. Wiles & Co., payment of amount due me. He finally succeeded in collecting \$47.53, which he sent to me. Strickland claimed that it was his understanding that they were to receive 50% of the amount collected and an additional attorney fee. As I had no witness to the agreement made between Wiles' traveling representative and myself, I told Mr. Smiley I was thankful to receive as much as I did and would let the matter drop. Had it not been for Mr. Smiley taking this matter in hand, and looking it up, there is little probability that I would ever have received a dollar. What assurance has the country grain dealer, when he turns over claim papers to these collection agencies, that he will ever get anything out of it? Yours truly, M. E. Wunderlich, Sylvan Grove, Kan.



Simple Car Roof Doors, Adaptable to Any Box Car.

## Still Favors Holes in the Roof.

*Grain Dealers Journal:* Your article "Special Cars for Grain" read with interest and has the appearance of being up to the writer to defend the three-openings-in-the-roof proposition.

Now understand I do not want to take a rap at the editor (as we know you have a splendid and most valuable paper), and neither do we want to knock the car loader manufacturer.

We are not "lame back" dealers here, and have not been for past 10 years, but we do feel for the fellow who uses the old style method of loading grain cars, from bins thru the ordinary side door, and we still think the three holes in roof would be O. K., but of course the fellow with the old style house might do as we have done—change to load by gravity. We would not swap for all the car loaders made.

In the past twenty-five years we have no doubt loaded many a car that had a leaky roof, and especially years ago when the equipment was very poor, as compared with today. If we have ever collected a claim for damage on acct. leaky roof the writer does not know it.

If we had a fifteen-year-old-boy that could not plan a 12-inch circular or a 12-inch square opening in the roof of a grain car, so that it would be rain, snow, sleet, brakeman and hobo proof, I would send him away from home—to Purdue.

This all, however, may be looking backward and not progressive, as no doubt the modern elevator with 75' drop, gravity loading is a sure cure for all car loading troubles, wet or dry.—Yours truly, Stanley A. Miller, Mgr. Jay Grain Co., Mulberry, Ind.

## A Simple Car Roof Door.

*Grain Dealers Journal:* The recently proposed minimum weights for shipments of grain will necessitate loading many cars very close to the roof, a practical impossibility with the present type of car. If grain could be spouted into the car thru the roof while the two side doors were sealed the same cars could be loaded as full as desired.

Two doors should be placed in the roof one on each side of the run boards, thus providing for elevator spouts from either side of the track. These doors could be hinged and locked with fasteners similar to those used on end doors of box cars. A stop, against which the door might rest while open, would prevent the breaking of hinges.

The doors might be placed just above the regular side doors, or anywhere the railroads see fit to place them, so long as the grain would be evenly loaded. A door frame of 2x4 inch material, placed in the opening so as to extend about an inch above the top of roof, will prevent the leaking of moisture into the grain. Cover can be made of the same material as side doors and made to fit snugly about the door frame.

Doors of this kind, properly locked with uniform fasteners, would be no more tempting to grain thieves or tramps than the present side doors, and they would be a benefit to all concerned. The sketch herewith shows how the roof doors might be placed at a very small expenditure to the railroads of time or money, and still result in a big convenience for grain shippers.—Kansas Subscriber.



## Asked— Answered

[Readers who fail to find information desired on any subject of interest to grain dealers should send us their query for free publication here. The experience of your brother dealers is worth consulting. Replies to queries are solicited.]

### Effect of Sulfur on Oats?

*Grain Dealers Journal:* A few months ago the Journal published a report from the Dept. of Agriculture at Washington on the effect of the sulfur purifying process on oats. When did this appear?—Jas. Richardson & Sons, Ltd., Kingston, Ont.

**Ans.:** A few months ago, in Dec. 10 number, page 859, the Journal published the last word by the Dept. of Agriculture on sulfuring of oats, but this was a ruling permitting the bleaching of oats. The effect on oats of sulfur is covered in an earlier publication of the Department, known as Circular 74, issued Mar. 15, 1911, on "Sulfur Bleaching of Oats and Barley," by L. M. Smith.

Feeding of sulfured oats has not been shown to be injurious to live stock. Horses eat freely and thrive upon sulfured oats.

### Quotations Misleading.

*Grain Dealers Journal:* I wired a broker at Chicago soon after the opening Feb. 21 to sell wheat if it rallied one cent during the day. On the report in the daily bulletin is shown an advance from 124½ to 125½, and later an advance from 124¾ to 125. The broker sold the May wheat for me at 125¾, causing me to lose ¾ cent. When I took up the matter with the broker he claimed that wheat did not sell early at 124½ as reported, the low to that time being 124¾ or ¾ split, consequently as the market did not rally to 125¾ he could not sell under my order. He claims that the market later rallied from 124¾ to 125½ and that he sold at 125¾ as instructed; and that the market report showing the rally stopping at 125 is also erroneous. Which is correct?—G. S. Gillette.

**Ans.:** The broker's statement is correct. While absolutely reliable as to quotations of the cash grain market, this bulletin does not pretend to give all the movements of the future delivery quotations.

For a reliable record of every one-eighth quotation during the day see the grain market edition of the Chicago Evening Post. This will enable the customer to check up his broker's execution of orders.

### Is Carrier Liable for Delay?

*Grain Dealers Journal:* A car of corn that I shipped to Willmar, Minn., was held by the railroad company in transit 18 days, resulting in loss by deterioration during the delay. I had sold the car for No. 5 yellow and when it arrived after 18 days in transit it was inspected No. 6 yellow, there being then a discount of 9 cents per bu. between No. 5 and No. 6. If the car had got in in a reasonable length of time the discount would have been only 3 cents.

The usual time for a car to get in from my track to Willmar is two days, altho had they taken 8 days I would have had 6 cents more for my corn.

Can I collect this difference of 6 cents per bu. from the railroad company for holding the car in transit?—Lars Aggergaard, Irene, S. D.

**Ans.:** A delay of 18 days when the usual time is 2 days will be considered by the court to be unreasonable and the railroad company is liable for damages resulting

from the delay. Besides being liable for the deterioration the railroad company is liable for decline in market value. The claim agents do not willingly pay such claims, and the shipper must fortify his case with a full statement of all the facts on the time of loading and arrival and the market prices.

### How to Measure Ear Corn in Crib.

*Grain Dealers Journal:* What is the rule for measuring ear corn in cribs? How many cubic inches are there to the bushel?—J. C. Robb, Kansas City, Mo.

**Ans.:** According to the dryness of the corn a bushel of ears will occupy a space varying from 3,850 to 4,000 cu. ins. Therefore to find the number of bushels in a crib or bin calculate the number of cubic inches in the crib and divide by 4,000.

### Indiana's Biggest Crops?

*Grain Dealers Journal:* What year did Indiana grow her biggest wheat crop, oats crop and corn crop and what was the number of bushels? Is Indiana a large producer of winter wheat?—Jno. E. Young, Daytona Beach, Fla.

**Ans.:** Indiana grew its biggest wheat crop during the past 20 years, in 1906, 48,080,925 bus., 1915 being a close second with 47,300,000. Its largest oats crop was grown in 1912, 79,799,000 bus., 1915 coming next with 65,520,000 bus. Largest corn crop, 1912, 199,364,000 bus., next largest 195,496,000 in 1909, as reported by the U. S. Dept. of Agriculture.

Indiana grows so little spring wheat that the government keeps no record of it. The same is true of Michigan and Illinois, where the conditions are more favorable for spring wheat than in Indiana.

### Inspection Without Permission?

*Grain Dealers Journal:* We have had several instances where shipper's order cars were inspected by consignee without our permission and then refused technically on account of quality, but really because there had been a decline in prices.

In one instance we insisted that the railroad company was liable and the railroad company returned the car of grain to our station, agreeing to pay claim amounting to freight paid both ways, plus demurrage.

In another instance the railroad alleges that the consignee inspected the car without its permission and the consignee now swears he did not enter the car. On the contrary we have two persons who swear he told them to go and look at the car and make a bid on the contents, consisting of sacked screenings and bran. The two men who inspected the car then came to our office and made bid, stating that consignee said it was not up to grade and that he would not accept it.

In order to square himself with the railroad company, consignee now claims that he did not enter the car, that he did not tell these two men to inspect it and that his reason for refusing the shipment was that it came earlier than he was expecting it and that he could not pay the draft.

This car is still on demurrage or in storage and we have not decided just how we should proceed to get refund from the railroad company, which we consider liable for the car so long as it was in its possession. We would like to have the opinion of our brother dealers on this.

In another pending case the consignee inspected the shipment and the railroad company alleges he did so without its permission. How should we proceed with a case of this kind?—Crete Mills, Crete, Neb.

**Ans.:** The railroad company is the servant of the shipper and must carry out in detail the particular instructions, as the

courts have held that the carrier is liable if it permits inspection by buyer when not authorized by seller, and also liable if it forbids inspection by buyer when seller has authorized it, so the liability of the carrier is governed by the facts in each case as to whether shipper's orders were carried out.

In the case of the Crete Mills the facts seem to be that the cars were inspected, the carrier seemingly admitting the fact. The carrier's allegation that the inspection was made without its permission is of no avail to the carrier, as the courts have held it is the duty of the carrier to prevent inspection.

Altho the courts have held a buyer is entitled to inspect goods before accepting them, to determine whether they are the kind ordered or whether they have been handled properly, he can exercise this right only after complying with shipper's conditions, one of which is the payment of draft before getting possession of B/L.

### How to Recover Shortage.

*Grain Dealers Journal:* A car of corn, S. F. 121375, from Kansas City, unloaded by us Aug. 19 was short 3,500 lbs.; but the railroad company refuses to entertain our claim, alleging that no loss was noted in transit. The car did not show leakage upon arrival. Can we collect?—Durant Grain & Elevator Co., Durant, Okla.

**Ans.:** It often happens that grain is lost or stolen from a car in transit without the railroad company knowing anything about it, so that the company's statement that no loss was noted in transit proves nothing, unless it proves that the railroad company's train crews or police are inefficient.

If the buyer can prove that the car was correctly weighed at the unloading point, the loss must be made good by the carrier, as it is responsible for the full amount entrusted to it for transportation. The official weighing certificate at Kansas City is sufficient proof of the amount loaded into the car and the affidavits of the men unloading the car and weighing out the contents will be sufficient proof of the actual weight delivered.

### Allotment of Grain Cars Unfair?

*Grain Dealers Journal:* We are able to obtain only a small percentage of the cars needed, altho we have made written request upon the carrier's division supt at St. Louis and the local agent. Whenever we are favored with an empty, our competitors, who have comparatively little storage, are also given a car. While this manner of distributing cars provides for them all the cars needed, it amounts to only a drop in the bucket with us.

If we have 18,000 bus. of grain for shipment and our competitor has less than half that amount, are we not entitled to more cars than he? If we are not then of what value is our storage facilities, in which we have invested many thousands of dollars?—Kansas Shipper.

**Ans.:** Cars should be distributed among would-be shippers in proportion to their actual needs. Assigning cars to shippers in numerical order works a rank discrimination against the elevator man who has ten times as much grain in store ready for loading as the other shippers.

THE RELATIVE importance of the northern states as corn producers is growing steadily, and is at present much greater than a few years ago. In 1903 the acreage of corn in the northern tier of states including New England, New York, Michigan, Wisconsin, Minnesota, the Dakotas, Montana, Idaho and Washington, was 6,716,152 acres. Last year it was 11,121,000 acres. Frequent shortages of seed corn are more noticeable in these states of late, and if the industry is to continue to grow, say specialists of the United States Dept. of Agriculture, more attention must be paid to the seed supply, and by a process of selection each year it is expected that good seed corn adapted to the various conditions in each state can easily be obtained.



## Chemical Changes in Bin Burned Oats?

The sample of oats burned black by heating in a bin, as shown in the engraving on page 215 of the Journal, Feb. 10, has been analyzed by the U. S. Dept. of Agriculture, Bureau of Plant Industry, and found to contain an excessive acidity.

Normal oats have 15 to 30 degrees of acidity, damaged oats as high as 130, other bin burned 180 and brown, fire damaged, oats 214 degrees. The sample from the Montelius Grain Co. showed 668 degrees of acidity.

Dr. J. W. T. Duvel of the Office of Grain Standardization believes that during the heating process in connection with the high moisture content there is apparently a swelling of the kernels and under the pressure to which they are subjected when down in the interior of the bin the grain becomes packed very firmly. The heating destroys the life of the kernel and before the grain reaches a high temperature there is usually a considerable growth of molds and the micella in connection with the growth of these molds tie the entire mass together. The Department has not carried on any investigations to determine with scientific accuracy just what the changes are in bin burned oats.

ACCORDING TO STATISTICS recently published by the British board of trade, the retail price of food in the United Kingdom advanced on the average of 1½ in January.

SCOOPERS are operating in so many different sections of the country the question naturally arises, Who is handling their shipments? The conservative receiver generally refuses to handle grain from the shipper who has no money invested in permanent facilities. The chances of ultimate success for the scooper are so slim that he is pretty sure to beat several receivers, as well as many farmers before his bread and butter problem forces him into other lines of labor.

DOCKAGE is the amount deducted on account of the presence of foreign material from the gross weight of the wheat. For example, if a load of 50 bus. of wheat is found to contain 2 pounds of foreign matter per bu., 100 pounds is deducted from the lot for "dockage". The owner is paid, not for 50 bus., but for 50 bus. less 100 pounds, or 48 bus. and 20 pounds of wheat. When Federal grades are established it is to be hoped that dockage will be provided for dirt and foreign matter, in all grain, so that dealers will pay only for the grain brought to his elevator.

## Our Callers

J. J. Kemp, Lexington, Ill.  
John Piepenbrink, Crete, Ill.  
H. E. Garrison, Janesville, Wis.  
Arthur Castleman and Harry E. McLaughlin, Culver, Ind.  
Wm. A. Benitz, La California, Argentine Republic.  
T. G. White, mgr. Handy Sack Baler Co., Cedar Rapids, Ia.  
W. S. Moore, rep. Efficient Erecting Co., Frankfort, Ind.  
C. P. Buck, sales mgr. Perfection Metal Products Co., Topeka, Kan.  
R. T. Carey, rep. Richardson Grain Separator Co., Minneapolis, Minn.  
Laurel Duvel, Bureau of Plant Industry, U. S. Dept. of Agriculture, Washington, D. C.

## Liability of Dealer for Stored Grain.

The general and well settled rule is that where grain is stored and the grain dealer has no option other than to return the identical grain which he has stored or grain of like quantity and quality, the relation which he occupies toward the grain so stored is that of bailee (i. e., one to whom goods are committed in trust, a warehouseman). In other words, grain stored in this manner constitutes a bailment and if the grain is destroyed while it is so held in storage, the grain dealer is not liable unless the grain was destroyed through his negligence. The bailee is not in any sense an insurer and all that is required of him is that he exercise ordinary care to protect and preserve the property. However, where grain thus stored is destroyed the burden of proof is upon the bailee to show that the grain was destroyed without his negligence.

Among country grain dealers it is my understanding that comparatively little grain is stored in the manner above described. Where a different practice or custom prevails and grain is stored with the grain dealer and co-mingled with the grain of other persons and where the option or right is given to sell the grain and to account to the farmer for either the market value of the grain on date of demand or deliver to him grain of like quality and quantity, it becomes a very serious question as to whether the grain dealer is merely a bailee for hire, or, on account of the contract evidenced by his storage receipt and on account of the custom of handling the grain, has become the owner of it. The decisions seem to be somewhat in conflict.

From a consideration of the opinions it would seem to be the law of Iowa that

where one undertakes to store grain and agrees to return either the same grain or grain of like quantity and quality upon demand and his agreement goes no further, it would constitute a bailment and the grain dealer so storing said grain would only be liable in case the grain was destroyed through his negligence.

On the other hand, if the custom or contract under which the grain was stored gave to the grain dealer the right to dispose of the grain and account for its money value at the market price upon demand, the transaction would, in my opinion, constitute a sale from the time the grain was stored and the grain dealer would be liable if the same were destroyed by fire for the value of the grain at the purchase price thereof because the grain would be his and not the person's who stored it.—Clifford V. Cox, attorney Western Grain Dealers Ass'n.

## Coming Conventions.

Feb. 29, Mar. 1-2.—North Dakota Farmers Grain Dealers Ass'n at Grand Forks, N. D.

Mar. 7, 8, 9.—Kansas Farmers Co-operative Grain Dealers Ass'n at Salina, Kan.

May 2, 3, 4.—Kansas Grain Dealers Ass'n at Kansas City, Mo.

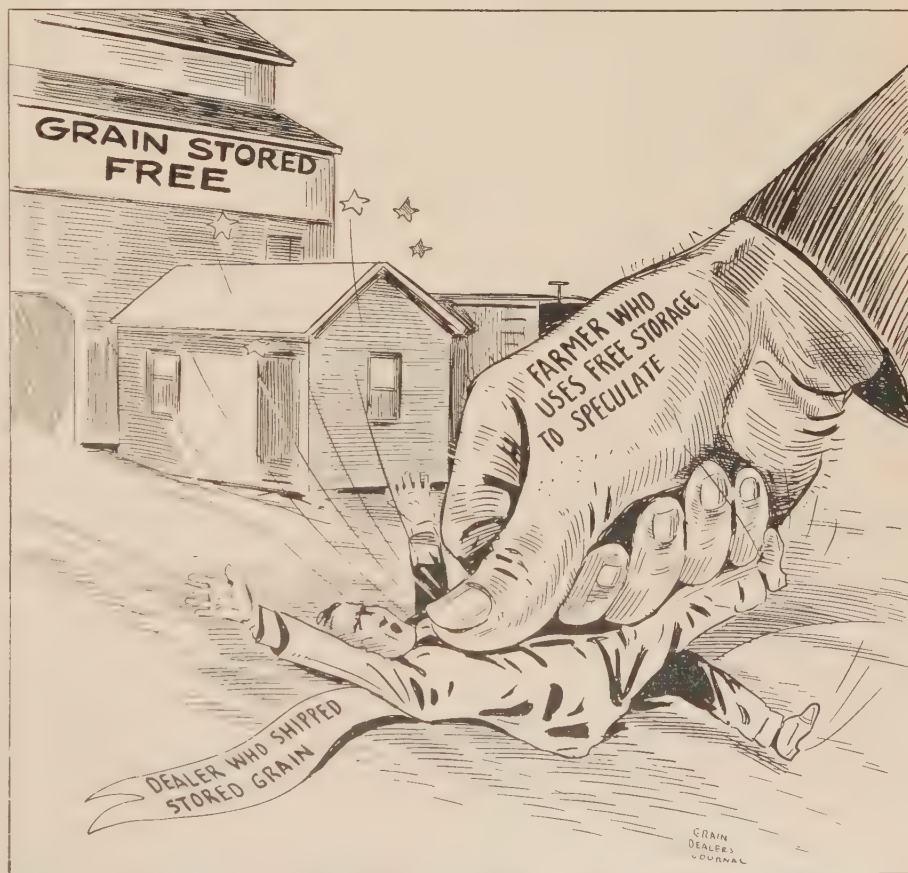
May 9-10.—Illinois Grain Dealers Ass'n at Decatur, Ill.

June 20-22.—The American Seed Trade Ass'n at Chicago.

July 11-13.—National Hay Ass'n at Cedar Point, O.

Sept. 25-27.—Grain Dealers National Ass'n at Baltimore, Md.

BRAZIL recently reduced the duty on wheat flour 30 per cent.



At the Mercy of the Grain Owner.



## Crop Reports

Reports on the acreage, condition and yield of grain and field seeds, as well as on the movement to country markets, are always welcome.

### ILLINOIS.

Beecher City, Ill., Feb. 17.—Wheat looks sick.—Chas. Mann.

Murrayville, Ill., Feb. 10.—Growing wheat does not seem in good shape at present; too much ice on it lately.—John Tendick, of Murrayville Produce Co.

Springfield, Ill., Feb. 22.—Approximately one-third of the Illinois wheat crop has been killed already this winter, according to Sec'y B. M. Davidson of the state board of agriculture. Of this amount 23% was killed by cold weather and 9% by floods. White County was the heaviest loser in the state. About 30% of the crop was killed by frost and 60% by floods. In the northern division, comprising 33 northern counties, 8% was killed by the cold weather and 5% by floods. In the central division, comprising 35 counties, the loss from cold weather was 25%, and from floods, 10%. In the southern division the 34 southern counties, the loss from the weather was 26% and from floods, 13%.

### INDIANA.

Culver, Ind., Feb. 18.—Wheat has been damaged by freezing; acreage same as last year. We have not 20% of marketable corn; oats were inferior and none to ship.—Arthur Castleman.

Arcola, Ind., Feb. 21.—Corn in northern Indiana so far in poor condition; not in condition to handle to advantage; continuance of open weather will complete damage to winter wheat.—Arcola Equity Exchange.

Evansville, Ind., Feb. 23.—Continued wet weather with a constant freezing and thawing has damaged growing wheat to some extent; opinions differ greatly as to extent of damage done so far.—Wm. Merkle, mgr. National Hay & Grain Co.

### IOWA.

Dinsdale, Ia., Feb. 18.—Quite a few oats here and some barley.—Chas. H. Gustafson, mgr. Farmers Elvtr. Co.

### KANSAS.

Croft, Kan., Feb. 20.—Growing wheat good; acreage larger than last year.—E. E. Batt, agt. Arkansas City Mlg. Co.

Sylvan Grove, Kan., Feb. 22.—Wheat looks fine; anticipate no damage.—M. E. Wunderlich, prop. Sylvan Roller Mills.

Lawrence, Kan., Feb. 21.—Winter wheat has not been hurt by snow or ice in this vicinity; looks good.—Barteldes Seed Co.

Potter, Kan., Feb. 19.—Wheat came from under ice looking fine; weather ideal; taking away surplus slush from plant.—Jas. Robinson.

Lost Springs, Kan., Feb. 18.—Corn crop generally good; wheat seems to be in fair condition.—Mark R. Hamble, of Lost Springs Elvtr. Co.

### MINNESOTA.

Luverne, Minn., Feb. 23.—Corn crop was failure.—F. W. Case.

Minneota, Minn., Feb. 23.—Considerable soft corn in country.—T. F. Dahl, of Dahl Elvtr. Co.

Danvers, Minn., Feb. 23.—Corn crop was failure; fair crop of small grain.—Samuel Johnson & Co.

Appleton, Minn., Feb. 23.—Corn in this section not good; frost took it too early; wheat is mostly No. 2 velvet chaff and marquis; oats crop good; averaged 60 bus.; wheat 8 to 25 bus.; barley 20 to 30 bus.; mostly feed.—L. A. Hagen, agt. Northwestern Elvtr. Co.

Hayward, Minn., Feb. 21.—Had small crop last year; corn was a failure.—P. J. Fibelstad, mgr. Farmers Elvtr. Co.

South Haven, Minn., Feb. 23.—Corn poor account early frost; feeding value low; farmers compelled to feed oats and barley to finish hogs and cattle; all small grain good.—N. F. Goode.

Marna, Minn., Feb. 23.—Corn crop was complete failure regarding marketable corn; other grains were good, but large acreage of corn in 1915 cut acreage of other grain down.—J. M. Brown, agt. Western Elvtr. & Grain Co.

Chandler, Minn., Feb. 23.—Our crop for 1915 will not exceed 100,000 bus.; compared with an average of 300,000 bus. This was caused by early freezing and hail; no wheat and very little flax grown here for market; not so much barley as in former years; mostly oats and corn.—W. L. Callison, mgr. Farmers Elvtr. Co.

### MISSOURI.

Lockwood, Mo., Feb. 11.—Wheat in this section has been badly damaged by sleet and ice; some farmers report 50% damage.—Lammers & Farris.

Jasper, Mo., Feb. 19.—Present wheat crop in bad shape owing to much ice and no snow; now continuing freezing and thawing; estimate condition 50% below this time last year.—J. P. Leics, mgr. Farmers Elvtr. Co.

### NEBRASKA.

Edgar, Neb., Feb. 14.—While yields in this vicinity were nearly as large as average quality was not up to normal; present wheat acreage below average.—C. D. McIlroy.

Rosalie, Neb., Feb. 24.—Never saw corn of such low quality in the 13 years I have been in grain business; hardly any corn that will grade.—P. Christensen, mgr. Farmers Grain Co.

### NORTH DAKOTA.

McArthur, N. D., Feb. 13.—Soil very dry last fall so that heavy snow all over this section is good omen for big crop next year.—P. H. Scott.

### OHIO.

Millersburg, O., Feb. 18.—Growing wheat looks fairly good at this time.—J. D. & J. L. Miller.

### OKLAHOMA.

Hinton, Okla., Feb. 14.—Wheat acreage about same as last year; corn acreage will be increased; oats acreage small.—H. V. Zobisch, of Hinton Mlg. Co.

### TEXAS.

Paris, Tex., Feb. 19.—Wheat acreage light in this section; fall oats killed by freeze; large oats acreage being sown at this time.—Paris Mlg. Co.

McAllen, Tex., Feb. 16.—Corn planting now in progress; prospects for 1916 are bright.—E. F. Nordmeyer, mgr. McAllen State Bonded Warehouse Co.

Plano, Tex., Feb. 10.—Apparently all voluntary and fall sown oats in Texas have been killed by recent freeze; sowing of spring oats will be delayed account excessive rains; some complaint of greenbug; otherwise conditions normal.—Hughston Grain Co.

Denton, Tex., Feb. 15.—Practically all of the late sown wheat has been killed; all wheat is badly damaged and all oats killed; if damage in other parts of state is as bad as in this section it simply means a calamity, according to N. Rayzor.—H. B. Dorsey, sec'y Texas G. D. A.

Ft. Worth, Tex., Feb. 19.—In northern part of state damage by freezing to wheat, 41 1/7%; oats, 73 7/10%; damage from lack of moisture to wheat and oats, 5%; damage from excessive moisture to wheat and oats, 10%; damage by green bugs to wheat, 10 5/8%; oats 5%. In central part, damage by freezing to wheat, 20 1/7%; oats, 44 1/7%; damage by excessive moisture to oats, 10%; damage by green bugs to wheat, 10%. In northwest section, damage by freezing to wheat, 20 2/3%; to oats, 59%;

damage from lack of moisture to wheat, 20%; to oats, 23 1-3%; damage by green bugs to wheat, 5%; to oats, 10%. In Panhandle section, damage by freezing to wheat, 25%; damage from lack of moisture to wheat, 33%; to oats, 33 1/4%. In southwest section, damage from freezing to wheat, 43 1/3%; oats, 50 2/3%; damage from lack of moisture to wheat, 21 3/4%; oats, 26 1/4%; damage from green bugs to wheat and oats, 15%. With best conditions prevailing cannot expect to grow more than half of wheat crop thruout state that was produced last year and possibly not so much. Should we have dry weather and green bugs develop, prospects are slim for wheat. Will have large oats acreage as much of abandoned acreage will be sown in spring oats, especially in northern part.—H. B. Dorsey, sec'y Texas G. D. A.

THE HUMAN NOSE can detect the odor of unsoundness of grain and its products before any chemical analyses or acidity tests will show signs of deterioration.—John H. Cox, Grain Standardization Laboratory, U. S. Dep't of Agriculture, Baltimore.

SINCE THE WAR began, many ships that never crossed the Atlantic have been brought into service. Many of these do not go very fast, and it takes them several weeks to make the trip. This is a serious hindrance to the filing of export orders, especially on seeds at the present time.

THE WASTE WATER now being shipped in corn in the United States, according to the estimates of the specialists, has a serious bearing on the actual cost of corn, and also is one explanation for the great shortage of cars at the corn shipping seasons. The specialists find, for example, that the American people are paying freight on 436,682 tons of water in shipping their corn from the producing sections to the market. This means that at a time when there is a great shortage of cars, there is the equivalent of over 14,556 freight cars of 60,000 pounds capacity loaded with water which is responsible for the enormous losses resulting from the deterioration of shelled corn before it is finally consumed.—U. S. Dept. of Agri. Oct. 12, 1913.

### Exports of Grain Weekly.

	Wheat.		Oats.
	1915.	1914.	1915.
July 4, '14 to July 3, '15			1914.
	314,473,000	192,348,000	101,585,000
July 10	1,890,000	5,758,000	2,410,000
July 17	2,049,000	5,087,000	2,829,000
July 24	1,548,000	7,711,000	2,680,000
July 31	3,809,000	5,196,000	1,846,000
Aug. 7	1,971,000	4,347,000	1,382,000
Aug. 14	3,841,000	3,425,000	687,000
Aug. 21	3,100,000	9,286,000	280,000
Aug. 28	4,302,000	8,643,000	290,000
Sept. 4	5,317,000	9,019,000	1,700,000
Sept. 11	4,788,000	7,440,000	165,000
Sept. 18	5,464,000	5,230,000	1,880,000
Sept. 25	5,793,000	6,483,000	1,692,000
Oct. 2	7,467,000	8,304,000	1,853,000
Oct. 9	10,030,000	6,368,000	728,000
Oct. 16	8,764,000	4,291,000	2,827,000
Oct. 23	8,985,000	4,917,000	1,056,000
Oct. 30	9,744,000	5,691,000	1,814,000
Nov. 6	8,963,000	5,866,000	1,805,000
Nov. 13	10,496,000	7,585,000	1,033,000
Nov. 20	7,614,000	5,767,000	1,688,000
Nov. 27	8,782,000	5,874,000	2,226,000
Dec. 4	9,411,000	9,851,000	2,264,000
Dec. 11	8,484,000	5,515,000	2,196,000
Dec. 18	8,721,000	9,492,000	1,293,000
Dec. 25	5,755,000	5,199,000	2,070,000
	1916.	1915.	1916.
Jan. 1	7,256,000	5,807,000	2,192,000
Jan. 8	8,322,000	7,362,000	1,308,000
Jan. 15	7,680,000	7,062,000	2,095,000
Jan. 22	7,247,000	5,664,000	1,568,000
Jan. 8	6,848,000	5,889,000	1,739,000
Jan. 15	6,966,000	6,332,000	2,086,000
Jan. 22	7,141,000	4,422,000	1,745,000
Jan. 29	7,636,000	4,522,000	2,510,000
Feb. 5	6,873,000	4,977,000	2,118,000
Feb. 12	8,046,000	6,795,000	2,010,000
Feb. 19	6,490,000	7,128,000	2,635,000
Total	214,344,000	210,747,000	64,654,000

47,178,000



## Grain Movement

Reports on the movement of grain from farm to country elevator and shipments from interior points are always welcome.

### CANADA.

Ardath, Sask., Feb. 7.—Farmers holding several thousand bus. of wheat still account car shortage.—A. J. Hunter.

### ILLINOIS.

Beecher City, Ill., Feb. 17.—Wheat worth \$1.25 at mills; corn retailing at 80c; grain scarce.—Chas. Mann.

Wing, Ill., Feb. 16.—Large amount of crop still in farmers hands account car shortage.—E. T. Holloway & Son.

Chicago, Ill., Feb. 14.—About 2,600 cars of grain were sampled and delivered to the Board of Trade by 1:15 p. m. today. This is the largest number on record in recent years.

Le Roy, Ill.—The Walters Grain Co. recently received in one day 357 loads of corn, amounting to 18,000 bus. and valued at approximately \$13,000. This is the largest amount of corn the company has ever received in a single day.

Peoria, Ill., Feb. 2.—Receipts of grain for this market for January were 246,500 bus. of wheat, 3,861,300 bus. of corn, 849,800 bus. of oats, 44,400 bus. of rye and 257,600 bus. of barley; compared with 175,000 bus. of wheat, 1,974,717 bus. of corn, 1,053,600 bus. of oats, 44,400 bus. of rye and 303,800 bus. of barley for 1915. Shipments were 203,800 bus. of wheat, 1,298,650 bus. of corn, 1,180,375 bus. of oats, 32,400 bus. of rye and 85,030 bus. of barley; compared with 97,000 bus. of wheat, 822,214 bus. of corn, 1,084,036 bus. of oats, 27,600 bus. of rye and 220,122 bus. of barley for 1915.—John R. Lofgren, sec'y Board of Trade.

### INDIANA.

Evansville, Ind., Feb. 23.—Farmers selling corn freely now at present prices, but if market goes much lower movement will be somewhat smaller. Farmers still in possession of all or part of their wheat are holding for better prices; practically none moving to speak of.—Wm. Merkle, mgr. National Hay & Grain Co.

### IOWA.

Alden, Ia., Feb. 14.—Shipping in corn this season.—W. J. Hager, mgr. Farmers Elevtr. Co.

Charlotte, Ia., Feb. 8.—Ship in more grain than we ship out; especially corn.—H. Schumacher.

Dinsdale, Ia., Feb. 18.—No corn for sale here; shipping in corn from Kansas; have sold 3 cars.—Chas. H. Gustafson, mgr. Farmers Elevtr. Co.

Sioux City, Ia., Feb. 19.—Movement of grain from first hands nothing last few days owing to soft weather; with this kind of weather receipts will be light from now on.—Larson Grain Co.

### KANSAS.

Potter, Kan., Feb. 19.—About 40% wheat still in farmers hands; not much corn for sale.—Jas. Robinson.

Lost Springs, Kan., Feb. 18.—Quite a lot of corn still in farmers hands; practically all old wheat crop has been marketed.—Mark R. Hamble, of Lost Springs Elevtr. Co.

St. Francis, Kan., Feb. 18.—About 40% wheat crop still in farmers' hands; most of wheat would have been moved if we could have secured cars.—Josiah Crosby & Son.

Agenda, Kan., Feb. 24.—Railroad company has furnished enuf box cars for ear corn loading and I have half of the 14,000 bus., which was piled on the ground at my elvtr., moved at this time. (See Feb. 10 issue, page 208).—F. B. Fulton.

Amy, Kan., Jan. 28.—At least 65 cars of wheat will be shipped from here this year; one car corn has been shipped.—Jos. M. Shull, agt. Kansas Flour Mills Co.

### MINNESOTA.

Dundee, Minn., Feb. 23.—No corn shipped from this station this year.—A. R. Schmidt, agt. Hubbard & Palmer Co.

South Haven, Minn., Feb. 21.—About 75% of all grain marketed; considerable feed being shipped in.—N. F. Goode.

Dehi, Minn., Feb. 23.—Corn cribs of elvtrs. are empty this winter account corn failure in this section.—M. C. de Graaffe.

Hayward, Minn., Feb. 21.—Shipping in corn; only shipped out 12 cars of grain on this crop.—P. J. Fibelstad, mgr. Farmers Elevtr. Co.

Chandler, Minn., Feb. 23.—We are compelled to ship in corn where we shipped out 75,000 bus. last year.—W. L. Callison, mgr. Farmers' Elevtr. Co.

Marna, Minn., Feb. 23.—Receipts of grain will be light; considerable still in farmers' hands; holding for higher prices.—J. M. Brown, agt. Western Elevtr. & Grain Co.

Luverne, Minn., Feb. 23.—Grain receipts greatly reduced from former years; large amount of corn has been shipped in to supply farmers' needs.—F. W. Case.

Lamberton, Minn., Feb. 15.—No grain movement in western part of state; all elvtrs. full; car shortage and bad weather prevents railroads from spotting cars.—M.

Granite Falls, Minn., Feb. 23.—Grain movement has been slow past 2 months account so much snow; about ½ crop has been delivered.—Glenn E. Burnett, agt. Crown Elevtr. Co.

Minneota, Minn., Feb. 23.—Small percent of soft corn has been marketed; balance will be fed to stock shipped in last fall; saving sorted corn for spring feeding; oats not being marketed freely as these will be fed when corn is used; will not handle half amount of oats we would if corn had been good.—T. F. Dahl, of Dahl Elevtr. Co.

### MISSOURI.

Ashburn, Mo., Feb. 14.—Have only about 3,000 bus. of grain on hand as we shipped out account wet wheat.—W. S. Stephens, agt. Anderson & Garner.

### NEBRASKA.

Southbend, Neb., Feb. 15.—Think about half grain is marketed.—W. B. Essick.

Edgar, Neb., Feb. 14.—About 14% wheat and corn still in farmers hands; much of it will move between now and Mar. 1.—C. D. McIlhenny.

### NORTH DAKOTA.

McArthur, N. D., Feb. 13.—No grain moving to speak of; about 21.5 in. of snow on the level here; roads bad.—P. H. Scott, agt. Monarch Elevtr. Co.

Douglas, N. D., Feb. 23.—Estimate about 15% crop still in farmers' hands above seed and feed requirements; grain movement free at this time; roads breaking up which will tend to cut receipts.—J. D. Franklin.

### OHIO.

Millersburg, O., Feb. 18.—Wheat moving freely; farmers beginning to think price is as high as it will go.—J. D. & J. L. Miller.

### OKLAHOMA.

Hinton, Okla., Feb. 14.—Farmers holding 10% wheat and 25% corn.—H. V. Zobisch, of Hinton Mlg. Co.

### WISCONSIN.

Milwaukee, Wis., Feb. 2.—Receipts of grain at this market for January were 771,250 bus. wheat, 1,603,825 bus. corn, 3,537,800 bus. oats, 1,926,940 bus. barley and 277,300 bus. rye; compared with 424,625 bus. wheat, 3,953,775 bus. corn, 2,175,500 bus. oats, 1,664,280 bus. barley and 329,150 bus. rye for 1915. Shipments were 465,405 bus. wheat, 525,299 bus. corn, 2,235,394 bus. oats, 766,911 bus. barley and 297,770 bus. rye; compared with 335,302 bus. wheat, 2,953,607 bus. corn, 2,796,282 bus. oats, 625,004 bus. barley and 375,744 bus. rye for 1915.—H. A. Plumb, sec'y Chamber of Commerce.

## Grain Exports Heavy.

THE STEAMER GLENERN recently took a cargo of grain at Portland.

THE AUCHENDALE on its last clearance from Portland loaded 128,000 bus. of wheat.

AN UNUSUALLY large cargo of oats was taken out from Baltimore last week by the steamship "Thistleard," amounting to 433,610 bus.

THE STEAMERS Westerdik and Yildum have arrived at Portland, Me., under charter to load grain for the Belgian Relief, and expect to clear shortly. The two cargoes will total about 400,000 bus. of grain.

THE OUTPUT of grain from the two Grand Trunk elvtrs. at Portland, Me., bids fair to be of record proportions. The total export of grain will probably exceed 5,000,000 bushels for the month, should all of the 35 steamers which are booked to sail during February with full or partial cargoes arrive in time.

FOLLOWING VESSELS loaded with wheat for foreign ports cleared recently from Philadelphia: Chris Michelsen for Rotterdam, 151,375 bus.; Glamorgan for Swansea, 188,491 bus.; Moravia for Palermo, 166,825 bus.; Stanhope for Certe, 162,854 bus.; Welshman for Liverpool, 24,000 bus.; Cilicia for Hull, 208,610 bus.; Mackinaw for London, 16,000 bus.; and the Soesdyk for Rotterdam, 120,000 bus. The Rapidan sailed for Leith with 94,916 bus. of barley and 27,514 bus. of corn.

ELEVATORS are being worked day and night at Boston to prepare liners for sea. During the week ending Feb. 12, grain exports amounted to 1,082,569 bus. Of this exportation, the Dorington Court for Certe, took 266,773 bus. of wheat; the Canadian, for Liverpool, 120,000 bus. of wheat; the Sachem, for Liverpool, 79,335 bus. of wheat; the Leyland liner Etonian, for Liverpool, 63,555 bus. of wheat; the British Monarch, for Glasgow, 84,281 bus. of wheat, 26,191 bus. of rye, 60,000 bus. of barley; the Carpathia, for St. Nazaire, 48,000 bus. of wheat; 151,282 bus. of oats; the Colonian, for London, 63,345 bus. of wheat. Bookings for the week ending Feb. 19 total 827,000 bus., as follows: the Polyktor, for a Greek port, 200,000 bus. of wheat; the Idaho, for Hull, 20,000 bus.; the Boyne, for Liverpool, 120,000 bus.; the Bay State, for London, 120,000 bus.; the Devonian, for Liverpool, 120,000 bus.; the Cambrian, for London, 40,000 bus.; the Utonia, for St. Nazaire, 57,000 bus., and the Pruth for London, 130,000 bus.

WE WOULD not think of being in the grain business without the Grain Dealers Journal.—R. S. Stall, of R. S. Stall & Co., Thorntown, Ind.

I HAVE TAKEN the Grain Dealers Journal for 17 years, so feel kind of friendly toward it.—M. D. Kelly, agt. Skewis Grain Co., Henderson, Minn.

AUSTRALIA has shown some change of form. From an importer last year, she has changed to an exporter of first rank, if current estimates are true. These estimates promise 120 million bushels exportable surplus. This raises recent estimates by 30 to 50 millions and places Australia in a class with Argentine. Australia's best effort heretofore was 66 million in 1914. This big 1916 estimate can be discounted liberally and leave very large exportable. Russian advance guarantees Suez Canal route for moving this wheat.—Southworth & Co.



## Dangers Encountered in Shipping Corn.

The folly of dumping large quantities of water soaked corn on the terminal markets is forcibly apparent from the table printed herewith, showing the grading of corn received recently at Chicago. These figures are a criterion of conditions prevailing at other northern points, as the corn arriving here is a fair average of that being shipped elsewhere.

Within the last few weeks many Kansas and Nebraska shippers have been heard to complain about the price received for corn shipped to terminal points. One dealer, after meeting with many disappointments owing to wet corn, has resolved to handle no more of that grain until it is less liable to go out of condition in transit. Another shipper who received 20c per bushel for a shipment of corn to Peoria, after the grain had cost him 41c, is now handling it only as an agent of the farmer, charging a certain amount for putting the water logged corn thru the elevator and loading into cars. The farmer must bear the loss, if any, occasioned by deterioration in transit.

Regardless of the condition of corn this year, however, shippers are pouring it into all markets in greater volume than for many months. Very little of the corn received at Chicago is hot—it is so water soaked inspectors say heating is impossible—but much of it is too rotten upon arrival for anything but industrial purposes. A great deal of this wet corn is being purchased at Chicago by representatives of markets further east, at prices ranging from 25 to 40c per bushel. After drying, some of the grain is placed in storage, while on that which is sold a handsome profit has been realized, due to the removal of excess moisture. But drying corn costs money, and comparatively few country shippers are equipped to do that work. To be on the safe side therefore, they should refuse absolutely to handle any grain which can not safely be transported, or else install a modern dryer. Even a conditioner would save many lots of corn.

Another feature which must be considered in the shipment of wet corn is the matter of freight. The State Grain Inspection Dep't at Chicago, reports that corn containing as much as 50% of moisture has been received. The normal amount of moisture for new corn at this time of year, is 17.5%, indicating that the grain which is half water has an excess of 32.5%. On a carload where the freight rate is \$80, the transportation of this water is equivalent to an absolute loss of \$27, as the market to which shipment is made has undoubtedly just as much water available as the point of origin.

With the rising temperature expected for the next several months an added danger to shippers of new corn is apparent. So long as the thermometer has hovered at, or below the freezing point, shippers have felt confident that their

## Daily Closing Prices.

The closing prices for wheat and corn for May delivery at the following markets for the past two weeks have been as follows:

MAY WHEAT.												
	Feb.	Feb.	Feb.	Feb.	Feb.	Feb.	Feb.	Feb.	Feb.	Feb.	Feb.	Feb.
Chicago	10.	11.	14.	15.	16.	17.	18.	19.	21.	23.	24.	
Minneapolis	127 1/2	128	127 1/2	128 1/4	130 1/4	129	129 1/2	127 1/2	124 1/2	123 1/4	117 1/2	
Duluth	126 1/2	126 3/4	126	127 1/2	129 1/4	127 1/2	128 1/4	126	123	121 3/4	116	
Omaha	126 1/2	127 1/4	126 3/4	127 1/2	129 1/4	127 1/2	128 1/4	126 1/2	123 1/4	121 1/2	116 1/2	
St. Louis	118 1/2	120 1/2	122	121	122	123	121 1/2	121 1/2	116 1/2	116 1/2	114 1/2	
Kansas City	123 1/2	123 3/4	123	123 1/2	125 1/4	124 1/2	125 1/2	123 1/4	120 1/2	118 3/4	113 3/4	
Milwaukee	118 1/2	118 3/4	118	119 1/4	120 3/4	119 3/4	120 1/4	118	115 3/4	113 3/4	108 3/4	
Toledo	127 1/2	128 1/4	127 1/2	128 1/4	130 3/4	129 1/4	129 3/4	127 1/2	124 1/4	123 1/4	117 1/4	
Baltimore	134 1/2	134 3/4	134	134 1/2	136 3/4	135 3/4	136	134	130 1/4	128 1/4	121 1/4	
Winnipeg	134 1/2	135	134 3/4	135 1/2	137 1/2	136 3/4	136 1/2	134 1/4	131 1/4	129 3/4	123	
	126 1/2	127	126	126 1/2	128 3/4	127 3/4	128 3/4	126 3/4	124	121 1/4	116 3/4	

MAY CORN.												
	Feb.	Feb.	Feb.	Feb.	Feb.	Feb.	Feb.	Feb.	Feb.	Feb.	Feb.	Feb.
Chicago	77 1/2	77 3/4	77 1/4	78 3/4	79 1/4	78 1/2	79 1/4	77 3/4	76 1/2	78 1/4	76 1/2	
Kansas City	72 1/2	72 3/4	72 1/4	73 1/2	74 1/4	73 1/2	73 1/2	72 1/2	71 1/2	72 3/4	71 1/2	
St. Louis	75 1/2	75 3/4	75 1/4	76 1/2	77 1/4	77	77 3/4	76 1/2	75 1/2	76 3/4	75 1/2	
Omaha	67 1/2	68 1/4	67 1/4	68 1/4	68	69 1/4	68 3/4	67 1/4	67 1/4	67 1/4	67 1/4	

\*Feb. del.

corn would remain, for a day or two, in the same condition as when loaded. But at the approach of 40 degrees or warmer this can no longer be relied upon. Sentiment in all markets is becoming more uneasy with the coming of spring, as the drying process is the only means of saving much of the corn. But this process, with the present lack of terminal elevator facilities and congested condition of railroad yards is troublesome even in those markets where adequate drying facilities are provided.

These facts should sound a warning to shippers of sections having corn containing more moisture than usual and no drier. It can be held in ventilated cribs on the farm far better than in the bins of an elevator. Shipping to market should not be considered unless the grain is dry for this season, as the table herewith indicates that only one car in 71 obtains the No. 2 grading, while one of every 2.3 is termed sample.

EVERY GRAIN MAN should read the Grain Dealers Journal as all can get some good information.—Mann Bros., Shumway, Ill.

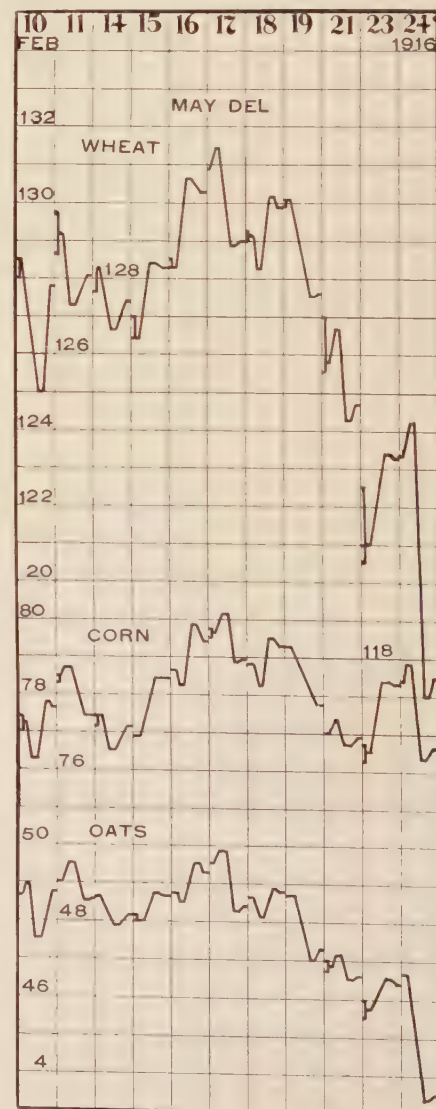
MARSHALL, MINN.—The severe weather conditions and great amount of snow during January and up to Feb. 15 hampered the farmers greatly in getting grain to market, as well as the railroads in furnishing cars, which were only received here about once a week. Lack of engine and train men also contributed to this trouble.—N. H. Mongeon, agt. Northwestern Elvtr. Co.

HEAVY RECEIPTS of wheat are breaking the backs of the bulls. Tired longs selling started the decline which ran into stop orders and market broke sharply. Export demand develops on breaks but foreigners are dictators. Official January exports nearly fifty per cent less than last year. Canadian visible 35 millions against eleven millions year ago. Broomhall estimates exporting countries have enough to supply Europe till next February. Until next July would be sufficient.—C. A. King & Co.

I COULD not get along without the Grain Dealers Journal. It is the elevator's business friend.—W. S. Trask, Hamble sta. (Oakes p. o.), N. D.

## Chicago Futures

Opening, high, low and closing quotations on wheat, corn and oats for May delivery at Chicago, for the last two weeks, are shown on the chart herewith:



## CORN RECEIPTS AND GRADING AT CHICAGO.

Date.	Cars rec'd.	Grade No. 2.	Sample Yellow.	Sample White.	Sample Mixed.	Total Sample.
Feb. 14	556	7	120	64	46	230
Feb. 15	1,459	15	370	207	131	708
Feb. 16	461	17	96	31	42	169
Feb. 17	424	13	93	44	38	175
Feb. 18	403	6	111	46	28	185
Feb. 19	459	5	107	34	56	197
Feb. 21	503	4	105	42	41	188
Feb. 23	874	5	171	62	95	328
Total	5,139	72	1,173	530	477	2,180



## War Affecting the Grain Trade.

AS A RESULT of the seizure of all grain by the British gov't the distilleries in Great Britain and Ireland will be nationally controlled.

A RAID by policemen of Budapest on houses suspected of being hiding places for grain recently resulted in a riot wherein 25 civilians were wounded.

THE ARGENTINE government has sent out a circular letter to the farmers of that country advising them to hold their wheat as the British government must buy at any price.

SHIPMENTS of grain to neutral countries will be materially affected by the British order-in-council prohibiting British ships from carrying cargoes from one neutral port to another after Dec. 1, unless licensed by the Gov't.

THE BRITISH BOARD of Trade, in conjunction with the Board of Agriculture, is taking steps to mobilize a sufficient number of women to work the land in order to meet the shortage of agriculture labor due to the enlistment of the men.

A BRITISH order in council has been issued to the effect that no British vessel exceeding 500 tons, excepting those engaged in the coastwise trade, will be allowed to proceed on any voyage unless a license to do so has been granted by the Board of Trade.

THE ROUMANIAN gov't, according to the Bucharest correspondent of the London Times, has asked parliament to pass a law prohibiting export of all cereals. The new law, if voted, will not affect the contract for 800,000 tons with England nor the German purchase of 500,000 tons.

THE GREAT WAREHOUSES and wharves at West St. John, N. B., are being well guarded by a double force of men, and barbed wire fences surround the warehouses and grain elevators. No one is permitted to approach the wharves, warehouses or elevators until positively identified.

A PRICE of \$1.05 f. o. b. New York was paid by Cuban interests for a remnant of 10,000 bus. of old Argentine corn there, while American corn commands only 83 cents. This, however, must indicate a special desire for the corn or extraordinary shipping conditions from Argentine.

GEORGE TYTGAT, Ghent, Belgium, a grain dealer, has brot suit for \$16,594 against the George W. McNear Co., San Francisco, alleging that failure to fill a contract at the opening of the war by this company cost him that much. He claims to have obtained judgment for the amount in the English courts.

THE NET PROFIT to the English Government thus far from its monopoly of the export of wheat from India has been about \$650,000, and it has been recently announced that this monopoly, which was originally fixed to extend thru the fiscal year ending March 1, will be continued for an indefinite period.

HENRY BEQUIN and Jacques Pichot, grain merchants of France, have brot suit against John T. Fahey Co. of Baltimore, who, the plaintiffs allege, failed to ship 4,000 quarters of grain according to an agreement made in July, 1914, shortly before the outbreak of the war. In pursuance of the custom existing in the export trade the matter has been arbitrated and an award of 1,800 pounds sterling granted Bequin & Pichot in the courts of England, and the present suit is a test case.

THE STRENGTH of the foreign situation is emphasized by new record prices being paid for wheat, Manitoba No. 1 northern commanding \$2.07 a bus. in England. This represents the price of \$1.27½ for May delivery in Winnipeg plus 29½c at seaboard and 50½c freight without any allowance for other expenses or profits.

CONFISCATION of wheat in Canada, authorized by the British sec'y of state for the colonies on Nov. 23, brot into the hands of the Canadian gov't 13,621,806 bus. of wheat last year. There has already been shipped from Canada 4,296,617 bus., the shipment being made by or under order of the com'te of the Allies.

THE WHOLE MERCANTILE MARINE of England was under the control of the gov't according to Mr. Runciman in the House of Commons recently, and in order that it should be used to the best advantage of the allied gov'ts, they were, in the future, to be assisted by a small body of men, consisting of Lord Curzon as president, Lord Faringdon, Thomas Royden and F. W. Lewis.

A CONTRACT for ROUMANIAN WHEAT has been concluded by the British Gov't, covering 800,000 tons at a cost of 10,000,000 pounds or 262,200,000 lei, the rate of exchange being fixed at 26.22 lei to the pound. The price per wagon will be from 3,200 lei to 3,400 lei according to the quality of the wheat. The purchased wheat may be stored in the premises of the vendor or in the depots at the railway stations, but must be removed prior to six months after the close of the war. Under somewhat the same terms a previous sale of 500,000 tons was made to an Austro-German syndicate.

A DECISION that will undoubtedly form an important precedent in settling cases arising in connection with wheat contracts outstanding at the opening of the war, has recently been reported from London in the case of James Carruthers & Co., who had an Antwerp contract which was not filled when the war started, and who appealed to the law courts when the case was decided against them on arbitration. It was finally declared that hostilities prevented shipments, practically on impossibility of freights; therefore the question of exchange was not involved. The defendants paid the costs in the case.

THE BRITISH GOVERNMENT's purchases have so much mystery about them that the regular trader does not know where he stands, and there is every likelihood that the trade before long will find itself in a great muddle, or even in serious difficulties. We believe the directors of the Corn Trade Ass'n have made a representation to the Government asking that they may be advised as to the proportion of each weekly shipment, which is being imported for the purpose of deferred use, so that traders may know what quantity exactly is left to them to provide for millers' use. If this simple and very necessary request for information be permanently denied, the authority responsible for this obscurantism and mystification is running a great risk of bringing about the very state of affairs which the Government has all along feared, and which they are now making special and costly efforts to prevent, namely, the depletion of the nation's reserves of breadstuffs.—*Corn Trade News*, Liverpool.

## E. B. Russell Killed.

Erskine B. Russell, gen'l mgr., Russell Grain Co., Kansas City, Mo., met a tragic death Sunday evening, Feb. 20, when his automobile plunged over a 50-foot embankment on the Gillham Road Drive. Three other occupants were in the car at the time of the accident, but the mishap occurred so suddenly that none can say exactly what was the cause. It is believed that while the Russell machine was upon one of the dangerous turns in the road, another car, approaching from the opposite direction, threw the glare of its



E. B. Russell, Kansas City, Mo., Deceased.

headlights into Mr. Russell's face, shutting out his view of the turn. Mr. Russell evidently did not turn his car quickly enough to hold the road, and the machine with its four passengers fell over the side of the bluff. The other three were not seriously injured, tho considerably bruised.

Mr. Russell, of whom a recent portrait is shown in the engraving herewith, was just approaching the prime of life, and his death at the age of only 38 years, has caused a deep sorrow among his many friends in the western grain trade. Mr. Russell was sec'y and gen'l mgr., of the Russell Grain Co., and one of the most popular members of the Kansas City Board of Trade. He was largely responsible for the opening of a St. Louis office by that company about a year ago, and this branch had since then, remained under his management.

The business of the Russell Grain Co., will be continued under the management of its president, James N. Russell, and no change in either office is contemplated for the present.

HEARINGS on the sisal trust and binder twine combination were started at Washington Feb. 17 under the resolution introduced by Senator Ransdell, who was appointed chairman of the investigating sub-com'te.

PROF. E. S. LADD of the North Dakota experiment station says that there is not much difference in the quality of flour milled from the various grades of wheat, and that any differences are more often in favor of the lower grades.



## Agriculture—Its Relation to Terminal Markets.

[From an Address by C. H. Canby, Ex-Pres. Chicago Board of Trade, before the Iowa Farmer Grain Dealers' Ass'n.]

It is eminently fitting that the farmers of Iowa and other states should form grain dealers ass'ns. In my judgment the development of organizations such as this along friendly co-operative lines will solve many, if not all, the problems which confront us, if maintained on the broad basis of honesty, integrity and fair dealing.

It was my privilege to fill the office of President of the Chicago Board of Trade at the outbreak of the great conflict in Europe. As a result of the situation at that time, the grain trade of the world was called upon to face problems, the gravity of which perhaps many have never fully realized.

During this period, so great became the agitation and fears of many grain dealers in various parts of the country that I was importuned by those at home as well as from distant places to close the Board of Trade. Our judgment was quickly formed and I announced publicly that as long as the banks did likewise our duty to the grain trade of the Western country was such that we would nail the colors to the mast and keep the Chicago Board of Trade open for business regardless of personal risk.

The interests of agriculture demand that the railroad systems of the country be conducted in an efficient and economic manner, as in fact, there are no two interests that are more directly mutual than the interests of transportation and the farmers of the country, each being in a large measure absolutely dependent upon the other.

To an equal degree the interests of the people demand that our state governments and the Federal Government, by wise legislation, enact proper measures for the development and maintenance of those greatest of all arteries of commerce, the public highways, in the agricultural districts of the country.

I have just received word that on Feb. 12 in Harlan County, Kentucky, a good roads bond issue of \$250,000 was carried by a majority of more than eight to one. This shows that the people south of the Ohio River are waking up to the importance of this question.

**Crop Improvement.**—Notwithstanding the thoughtlessness of many, an increasing number of our public spirited citizens, in and out of public life, are taking a greater and greater interest in all the problems relating to agriculture and to

the interests of those who till the soil and market its products.

In a way, this was shown a few years ago by the action of the Chicago Board of Trade and other Exchanges in the establishment of a crop improvement bureau. The first appropriation by the Exchanges was about \$6,000.

The distribution of seed testers, the appointment of County agents, the formation of rural clubs, was undertaken in a methodical and careful manner.

The progress that has been made along these lines is shown by the fact that from a very modest beginning and with the help and faithful efforts of Mr. Lever and Mr. Moss in the House of Representatives, and Senator Kenyon, there was appropriated last year by the Federal Government over one million dollars for county organizations and crop improvement work in the northern and southern states.

The necessity of organized and efficient central markets was demonstrated in a striking manner in 1914, at the beginning of the present war, by the experience along parallel lines of the South with its cotton crop. The closing of the cotton exchanges in New Orleans, New York, Liverpool and other centers resulted in a period of great depression, confusion and uncertainty in regard to values. The lack of any opportunity to make hedging sales caused a general cessation of buying at country points.

The elimination of the future markets changed the situation from a credit basis to a strictly cash basis, the result being that the same grades of cotton had an actual or nominal value in different states and in different localities in the same state without any relation to the value elsewhere, due purely to local conditions.

The Chicago Board of Trade introduced in 1858 the system of grain inspection. The general principles of this inspection system are still substantially in force and it has been accepted as the model for virtually all the grain markets of the country, if not of the world.

At a large expense the Board of Trade collects data of the world's receipts and shipments; stocks in hand at all primary and seaboard markets; the visible supply in store and afloat; the quantities cleared for export; the number of cars of all varieties, and other information of great importance regarding grain, provisions, seeds and forage crops. These statistics are instantly available to the news agencies and to the press, whose commercial reporters have access to the floor at all times.

The Department of Weighing and Supervision, organized and perfected for the mutual protection of the shipper and the receiver of grain consignments, is of the greatest importance. Every car of grain consigned to Chicago within the jurisdic-

tion of the Board of Trade is the special care of the Weighmaster or his deputies.

The condition of each car is noted; the scales are tested, and when the car is unloading measures are taken to prevent any waste in handling and a full report of the supervision and weighing is filed for use in case the shipper should think he had just cause for complaint.

In furtherance of this object, the Weighing Department desires to co-operate with shippers and invites consignors of grain to send in reports of loading, cooerage and car maintenance, with details as to car numbers, consignees, etc., so that differences which may arise at destination may be satisfactorily settled.

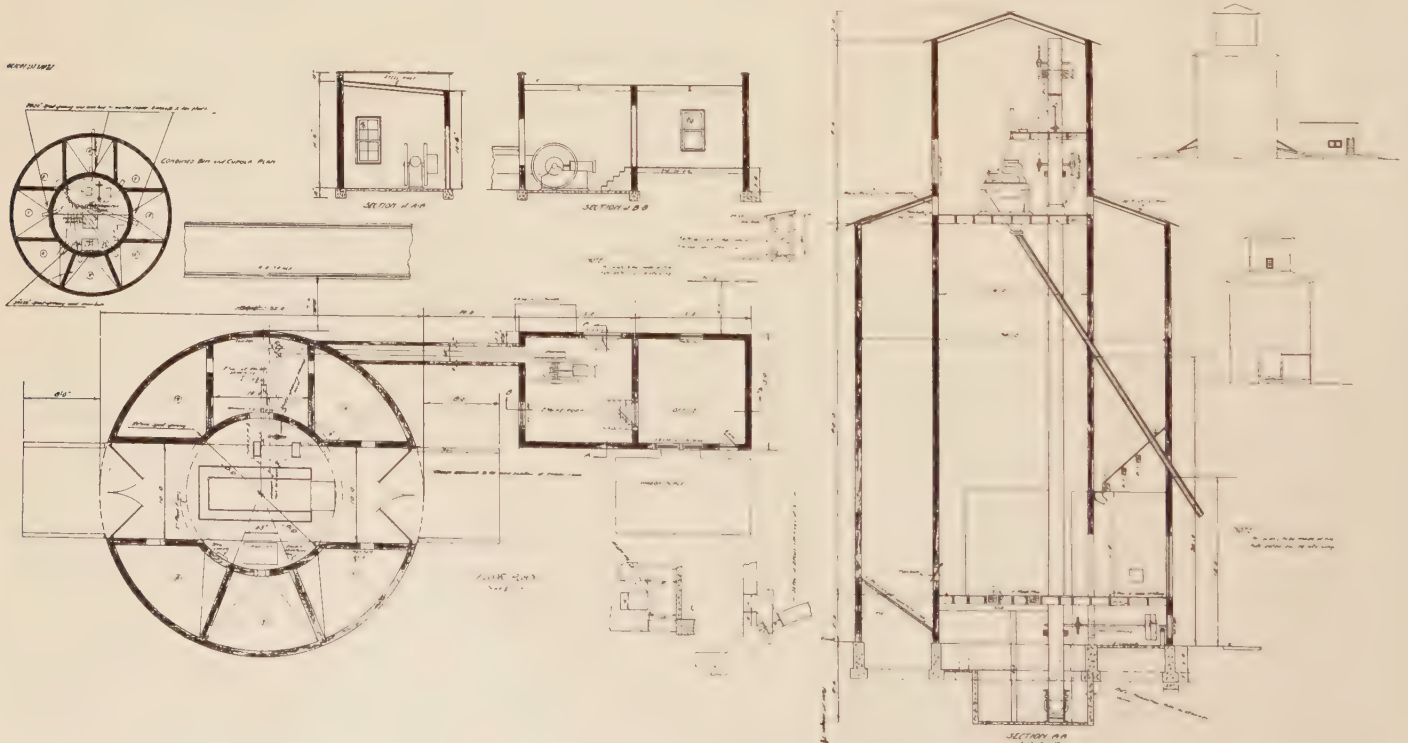
The Weighing Department is now and has been for some years under the charge of H. A. Foss, the Chief Weighmaster. Under his control and directly responsible to him are about 135 assistant weighmasters. In my judgment there is no department in this or any other country performing similar functions, man for man and service for service, with a higher degree of organized efficiency than the Weighing Department of the Chicago Board of Trade.

The force of this statement is more fully appreciated when it is considered that, notwithstanding some reduction in the receipts as a result of unfavorable weather during the past season, the total number of cars received and weighed during the year ending December 1st, 1915, was 209,732. The total number of cars shipped and weighed was 156,047; a total number of 365,779. In estimating the weight at an average per car of about 1,300 bushels, the total amount weighed in and out was 545,284,291 bushels.

Centuries ago, it was said that all roads lead to Rome, and today it is equally true that practically all the facilities of the telegraph and telephone which go to bring the distant parts of the country and also of foreign countries closer together, lead to the Chicago Board of Trade.

After nine a. m. every day, the farmer and grain dealer in every section of the West is informed, if he desires the information, of the developments which have taken place overnight in this and other countries as they may or might affect commodity values. Consequently the exporter at the Atlantic and Gulf ports, the merchants of Europe, as well as the great number of grain dealers, farmers, merchants and speculators all combine to make the world's prices in the public market places. I know of no other organization performing a more valuable public service.

Good grain, generally speaking, is in demand and easy to sell—the poor grades frequently find difficulty in obtaining buyers at large concessions in price. This fact calls attention to the importance of farmers and shippers using their utmost ef-



Floor, Bin, Office, and Engine Room Plans, and Cross Section of Fireproof Tile Elevator at Byron, Ill. [See Facing Page.]



fort to maintain the standard of quality on as high a basis as possible.

As one of the necessary things to bring about an improvement in this direction, I am of the opinion that cleaning machines, dryers and other appliances for properly handling grain would prove an excellent and profitable investment in any locality from which large amounts of grain are shipped to terminal markets.

**Dockage.**—When spring wheat from the northwestern states is shipped to terminal markets and graded subject to dockage, the freight charge on the dockage amounts to an enormous sum in the course of time and this is all lost by the shippers.

In addition, the wild oats and other refuse cleaned from the wheat frequently has a commercial value which the shipper would seem to be entitled to, after a proper allowance has been made for the cost of cleaning, rather than the consignee at the terminal market.

When you consider that what is termed "mill oats," representing nothing but the dockage from wheat, has sold during the present winter at from 25 to 35 cents per bushel, it is quite apparent that improved methods would prove of considerable economic value to the shippers from the interior points. For example, on one thousand cars carrying a dockage deduction of three pounds to the bushel, the shipper has paid freight on 50,000 bushels, or 3,000,000 pounds, for which he receives no return whatever, altho the dockage when removed may have a considerable value.

It is my judgment that wheat should be cleaned before shipment, but where this is impossible the buyers and cleaners in the terminal market should make a fair arrangement with shippers which would cover at least an allowance on freight bills equal to the weight of the dockage deducted.

**CORN SHIPMENTS** from America are mostly consigned to the Scandinavian countries at present. The stocks in Great Britain are said to be sufficient at present, and, unless weather conditions should force increased feeding, will probably last for some time.

**BELIEVING** that every grain dealer is likely to be visited by the fire fiend sooner or later, and hoping to assist all in extinguishing the flames in their incipency, the Norris Grain Co. of Kansas City is distributing standard fire extinguishers with its compliments and bearing its advertising.

**RICE CROP** estimates of the Department of Agriculture will not be recanvassed as requested by the Southern Rice Growers Ass'n, Sec'y Houston believing the differences between the Government and Ass'n figures being only 2.6% does not warrant the labor and expense. The Department states that the Ass'n has not furnished any evidence in support of its contention that the Department's estimate was 10 per cent too high.

## Fireproof Tile Elevator at Byron, Ill.

The eagerness of country elevator owners to escape the danger of the many fire hazards ever present in the wood elevator has kept them on the lookout for materials and construction which would relieve them of the danger of being forced out of business by a destructive visit from the fire fiend. Steel, cement, brick and tile have long been used extensively in the construction of fireproof terminal elevators and grain storage tanks, and now we have a fireproof elevator erected at Byron, Ill., for the Farmers Grain Co., from fireproof tiling. The plant was designed and constructed by the Younglove Construction Co., who claim that it is fireproof in every respect and will prove everlasting.

The elevator is cylindrical in form, and is surmounted by a cupola similar in form. It rests on a tile foundation, and all roofs are of sheet metal. Each and every joint was reinforced by wire, designed especially for this purpose, in fact the reinforcing encircles the building with unbroken wires. The joints are also cemented. About wall openings steel channels are provided, to equalize the stress about the opening, and to permit the reinforcing steel to be connected.

The outside walls of the eight bins constructed about the center bin form the exterior wall of the building while their interior walls have a concave form, and go to form a large center bin 16 ft. in diameter and 40 ft. in depth. Thru the bottom of this center bin is constructed a driveway which is 11 ft. high and 10 ft. wide. Five of the bins extend down to the ground, while four are above working story. All are hoppers. The eight bins helping to form the exterior convex wall are somewhat irregular in form. With the inner bin they give a total storage capacity of about 20,000 bus. The elevator is built along the tracks of the C. G. W. R. R. and in utter disregard of the spark hazard from passing locomotives. Sparks from passing locomotives or the burning of adjacent buildings will not endanger the tile elevator.

The elevator is in reality a circular tile tank, sub-divided to meet the needs and conveniences of the user. The cupola which is an extension of the center bin is 22 ft. 2 in. high by 16 ft. in diameter. It contains the elevator head, distributing

spouts, a 1500 bu. Richardson Automatic Scale and a manlift. The center bin contains the elevator leg, rope drive, a steel ladder and the manlift guides.

The office and engine room is also built of tile and covered with sheet steel. This building is over 10 ft. from the elevator and is connected to it by a belt tunnel constructed of tile. It is 12x24 ft., and 11 ft. 6 in. high. The engine room floor is 2½ ft. lower than that of the office. In front of the commodious office is a wagon scale with the beam in the office window, so that driver on load can watch the balancing of the beam.

The cost is said to compare favorably with reinforced concrete, and Manager L. D. Marshall is much delighted with his new plant. While fireproof tiling has been used for many years in the reduction of fire hazards of structures of many different classes, still we believe this is the first time it has been used in the construction of a complete country elevator, and the experiment will be watched with more than usual interest.

**THE ANNUAL CEMENT SHOW**, recently concluded in Chicago, had exhibits showing the extent of the progress on the Dixie and Lincoln highways, which are to be constructed of concrete, and will, when completed, intersect this vast country from north to south and from east to west, respectively. Aside from the military importance of such highways as these, it is evident that in the times of peace even, good roads are of vital importance to the farmers and grain shippers all over the country. Most of the states have contributed liberally to these highways, and long stretches of concrete have been put in, making some of the finest roads yet seen in this country. With the completion of such a unique and wonderful piece of work, which will serve to bring the country and the markets even closer together than at present, it is expected that the superiority of good roads will be fully appreciated, and that the advantages afforded thereby will bring about the construction of good roads in every county of the United States, making a complete network of systematically arranged roads that lead out to the main highways, and thus bringing the crops from the country districts to market quicker and safer, and facilitate in many ways the handling of grain crops.



Fireproof Tile Elevator at Byron, Ill., Showing Railway and Driveway Side. [See Facing Page.]



## Factors Affecting the Price of Grain

By P. S. GOODMAN, Chicago

Non-perishable comestibles of general necessity differ from the perishable in having an open price market subject to varying influences, which may be classified as general, major and minor factors. The ever-shifting character of these factors causes prices to fluctuate mildly or violently as the influences are weak or strong. While the market has a tendency to stability, it never becomes stationary for any length of time.

Because the chief grains are the food of man and the domestic draft and meat animals, the market for them is the broadest and the most active in the world. The three leading grains on account of their enormous production bulk largely in the trading, and to some extent are subject to identical but not contemporaneous influences.

Wheat which is actuated by a world-wide supply and demand naturally takes on a greater importance in the trading and price-making than corn and oats, which are largely confined to domestic conditions. Being the food of man, a wider interest and more varied influences attach to wheat, and its trading is the most important in the world; its rise or fall in price carries concern or contentment to the humblest homes wherever the white race is domiciled. Its market has been the theme of the politician, the economist, the reformer and the socialist. More theories of the effect of the price of wheat upon history have been advanced than for all other causes contributing to the welfare or misfortune of the civilized races. One would be rash indeed who would assume that the last word can be said on the wheat market at this or any time.

Supply and demand within the limitations of a given country, on a purely domestic crop, regulates itself automatically to the extent that the production tends to be maintained at a profitable margin to the producer. With wheat, which is a world-wide used production, the congested countries raising less than their demands, and newer or thinly settled countries raising a surplus, there can not be any approximation of the requirements to the extent of limiting production to a profitable transaction. Climatic conditions swing from one extreme to another almost every year in some section of the world, as to render it impossible at seed time to estimate the extent of requirements. Crops being seeded in almost every quarter of the year, the exporting countries are compelled to take a chance on the possibility of being adequately remunerated. In fact, the changeable moods of nature are such as to make uncertain the crop in any quarter of the globe, even if there should be a pre-knowledge of approximate needs.

Agricultural products fall outside the calculable sphere, and only the actual product of the manufacturer comes within the influences of the law of limitation of production when profits cease to be extracted from the operation. Crudity of mental operation, however, is responsible for reduction in grain acreage following years of plenty and low prices, and increased acreage after a high-priced season. Often fickle nature makes the result as unsatisfactory as to bring chagrin to the producer. Probably if there was an opportunity to restrict the production in comestibles, as in the commodities, the effort to bring many minds into agreement would be defeated by the averice of the majority.

A general law is that of the increasing cost of production, which applies to the purely domestic crops, notably corn and oats, which over a long period of time show a gradual advance in the average price as the result of increasing costs of land, of wages, and desires for better living conditions. In the great breadstuffs, wheat, there has been no corresponding increase in the average price, though the production of the grain has been affected by the law of cost, in being slowly driven back to the newer and cheaper lands, to the newer and sparsely settled countries. The competition of the cheaper lands, where wheat can be raised on a broad scale, has resulted in the shifting of the area in this country. In the eighties the middle of the wheat belt was the dividing line between Indiana and Illinois; the present dividing line is the Missouri River. The world production has doubled in the past thirty-five years, and the increase has been partly furnished by our western states, the prairie

provinces of Canada, by Argentina, Australia and Russia. These new lands have held down the price of the grain. In the five-year period, 1880-84, the average price per bushel of wheat in the United States was 92 cents; the past five years 87 cents. The average yield was increased from 12.3 to 15.4 bushels an acre, and the receipts per acre from \$12.30 to \$13.37.

The wheat fields of the world aggregate some 280,000,000 acres with a possibility of a production of 5,500,000,000 bus.; yet so uncertain is the yield, so numerous are the impairments in one country or another that the actual outturn ranges from 3,200,000,000 to 4,200,000,000, the theoretic average being 3,700,000,000. Out of this enormous wheat acreage there is only a small portion which at no time affects the price market of the world, and practically the entire world's crop influences the market, makes the price.

Europe is the great consuming section, for there population presses closely upon the land area, and only such lands as are not needed for the production of more profitable crops are put into breadstuffs—not wheat alone, for rye is the chief food of a large portion of the Continent. In times of peace the increase in the imports of wheat in Europe has averaged an annual increase of 25,000,000 bus., the total having reached 625,000,000 bus., but 40,000,000 in excess of that amount was taken in the season ending with Aug. 1, 1914, which was due to a shortage in yield of the breadstuffs.

It is this European requirement which regulated the price. An exportable surplus over or under that amount in the countries which shipped wheat creating a higher or lower price trend. The exporting countries on a normal crop are capable of producing a surplus of 1,500,000,000, but have rarely shown over 800,000,000, and the export of this quantity would have meant practical exhaustion of home reserves.

This year we have in the accessible world a total surplus, theoretically, on crop estimates, 880,000,000 bus., with a world's estimated requirement at 550,000,000 to 575,000,000. Prices at the beginning of the season pointed radically downward, and the distressful countries of Europe had a golden promise of cheap food. The rainy season, continuous with our winter wheat harvest, made a poor quality and a reduced amount available. For a while we were the only country in the shipping line; then came the spring harvests, and Canada joined in the shipping. The harvests in the southern hemisphere were up to expectation, but lack of shipping facilities introduced an unexpected factor in the making of a high price where a low one was expected. The world in a year of plenty, with an abundance of wheat available for the needs of the importing countries is burdened with another period of the high cost of bread. This unexpected situation is not a common factor in the price-making.

The usual factors which operate fall into major and minor groups. The major in the order of their operation upon prices are:

First: The European harvests of wheat and rye. An abundance of both would reduce the demand well below 600,000,000 bus. a year, and if the supply situation was ample would bring about a very low price market—at least to a figure at which the producer of some means would withhold his offerings.

Second: The harvests of the exporting or surplus countries. A large crop would congest the markets, would run the price down. A failure of two or more countries to make an average crop, to throw them out of the exporting trade, would tend to make prices high, the extent of which would be limited by the size of the wheat and rye crops of Europe.

There is a second group of major factors which operate over certain periods of the year to raise or lower prices. The foremost is the prospect of the coming crop, which as its certainty, or uncertainty, of an average yield develops, affects the market either mildly or violently, as the supplies of the old crop are large or small, the outlook good or bad.

Another series of this second group is the actual entry into the supply market of the producing countries. The requirements of the importing countries are approximately understood at the beginning of the

season—August 1—and the movement of wheat across the seas is moderately regular. This country, being the first to ship, has its price affected by the Australian and Argentine crops, and prices shade in obedience to the disposition of the buyer to slow up on future orders, or to increase the same, whichever way the index points. But not until the arrival of the actual shipping time does the market plunge downward, if large crops are put out from the south, or upward if small ones are the order. The market never wholly anticipates the effect of a probable development, a peculiarity which has been the undoing of many a speculator who ventures too quickly on the buying side, if the market is going downward, in contemplation of a big crop in the south.

The past season's rains and early frosts did great damage to the corn crop, and because of the lack of sufficient breadth of information sought the country was informed that a crop of 3,050,000,000 bus. had been raised. The private crop reporter was more exact in his information, and after the big crop had time to be fixed in the public mind, a supplementary report was issued dealing with percentage of damages, which at the best interpretation gives a crop some half a billion bushels less, but the supplementary report will not take its place in the official figures; and in after years the student of statistical information, without research, will be perplexed to understand a very high price market on a record crop.

The actual marketing of all the grains, and notably that of wheat, brings into play a major factor totally unrelated to the influences which operate over a season's price trend, and which acts as a counterweight to the anticipated trend. If the season promises a short yield, and the world's demand is liable to be large, prices ought to advance sharply to a level approximating the general idea of a fair value. Instead the trend is downward, as the harvesting releases the grain for the market. The selling pressure for some weeks is usually great; the need of capital to carry the supplies until distribution is a counterweight to the buoyancy that should develop. Prices frequently register their lowest at the time that primary receipts are largest and elevators at the terminal places are being crowded. Occasionally the public, excited by the more distant outlook, becomes an eager buyer of the future deliveries, providing a market for the dealer to hedge at advancing prices; encouraging the capitalist to hold his grain; inducing the banker to loan freely. It is not that the speculator carries the load, but that he inspires confidence in the trade of a profitable market at any time it may be needed.

A factor which obtains in the wheat market abroad is as yet absent in this country, but it registers in the world's price of wheat; that is, the merchandising by the producer. Except in the wheat belt of the Eastern States, the American farmer is not a merchant of his products. The wheat farmer, usually occupying land of smaller value than that devoted to diver-



P. S. Goodman, Chicago, Ill.



sified farming, has few or no facilities for storing his grain and waiting a favorable opportunity to market. With the threshing done the disposition is to hasten the stut to the grain dealer, from whom it runs quickly to the market. In Europe the wheat grown is a small part of the farm's product; it is handled carefully, bagged and stored, and only offered for sale as the market shows a capacity to absorb; when prices decline, the producer keeps off the market. This was the early form of wheat trading, which caused Solomon to say, "He that withholdeth corn the people shall curse him; but a blessing shall be upon the head of him that selleth it." We have had a moderately priced wheat, considering the cost of production, but when the farmer in the back country develops into a merchant the cost of bread will be much higher.

**Governmental interference** in the grain trade has been of slight effect in the price market; the trade has been the freest of all international business operations; next to gold wheat moves over the world in comparative freedom. France is the only country where governmental action affects the price of bread at all times. In order to induce the farmer to raise enough wheat for home consumption, the import tax is fixed at the equivalent of 36 cents a bushel, and in times of great harvests the price of wheat in France is that of elsewhere plus the import duty. When the country has an impairment of the yield the tax is reduced, and then so manipulated as to admit only such amounts of wheat as are necessary to supply the deficiency. This is why France is one of the few nations of Western Europe that seldom calls upon the world for foodstuffs.

Our country has had an import tax, in recent years, put under a reciprocal clause. Occasionally the tax or duty operates to give protection to the western farmer, but generally the price of wheat at Liverpool maintains the Canadian product, our only possible competition, at a parity with our own markets. There have been a few instances where the lack of such protection would have depressed prices. There have been several occasions when Canadian grain, notably oats, has been imported and the duty paid which held down a strong rising market. In 1914 Argentine corn paid the duty and checked a soaring price.

**In the speculative market** every incident that affects general business is measured for its effect upon the price-making. The news from every quarter of the globe streams into the trading place; every change in crop prospects is known on its development; the character of the weather in every part of the grain belt, of every country, is before the traders each day. The influences which the weather may have upon the crops is considered, and so the markets are beating with the feverish pulse of excitement. The trained observer has difficulty to maintain an equilibrium in the conflict of opinions on what is happening, what may happen, and these opinions are usually backed by a purchase or sale. While the general perspective may be lost sight of for a brief time, the price always swings in conformity to the actual state of affairs. The obsession of the moment comes in contact with the calculating force of actuality, and the disposition to capitalize an isolated condition is overwhelmed by opposite conditions in some other direction. In the long run the market responds to the actual condition, not one of fancy.

From the multitudinous currents that sweep through the speculative arena it is difficult to isolate and label the factors, for they are almost as numerous as the divers minds that participate in the speculation.

**Foremost in the activity** of the market are the speculative traders, usually well informed, and whose operations provide a broad market for the trade itself. There is a second group of a professional character, that, sensing the temporary character of information and the price trend, lends its weight of trading to the market. A third, and larger, group is the semi-occasional trader, the public which is attracted to the market in times of activity, and mostly on the long side. It is this element which, by numbers and enthusiasm, creates big and profitable markets for the producer and frequently prevents premature collapse of prices by its business judgment of the ultimate strength of prices.

Interpretation of news is as disputative as theology, and the elucidations are as frequently made by the incompetents as by those qualified to speak with authority.

The market's propulsion comes from the major factors already enumerated. The manipulation thereof is the human factor, which often takes the form of exaggeration or depreciation of news. In this respect the trading elements in the grain, or any

other organized speculation, exhibit the prowess of salesmanship, brought to the perfection of training in a hard school. In the direction of making a market enticing, the speculative leader on the exchanges rises almost to the heights of the real estate, and equals the merchandise salesman. He differs from the salesman of other goods in that he buys on his own opinion, as well as soliciting others to buy.

**The necessity of provisioning** the fighting nations accessible to the surplus countries has introduced new elements into the trade whose temporary character depends upon the duration of the conflict. Possibly after the war there may be a reshaping of the world's trade in breadstuffs. The poverty, disability and decimation of the populations of Europe are likely to lessen consumption and increase production. The fundamental influences, the major factors of price-making will not change; their relative effect will be moderated by the extent of the economic condition abroad and at home. The close of hostilities will create a sudden strain upon the available supplies of wheat and flour for the central powers and their neutral and seized neighboring states, and will set up an unusual speculative condition, comparable to that of the spring months of last year.

**The enumeration and elaboration** of the price-making factors in the wheat market apply with equal force to the other grains, to the feedstuffs. These stand apart from wheat because they are subject to domestic supply and demand. Corn and oats are interchangeable to the extent of substitution in their principal use—the feed of the draft and meat animals; hence they respond to a domestic shortage more quickly than wheat. They never soar to extreme heights on account of the limitation of consumption by the act of man, such as the shipping of unmaturing stock to the market, the recourse to forage. There is very little demand for the surplus at any time by foreign countries, and a large crop of either corn or oats means low prices, a short crop high prices. Their market trend is usually definite, but slow, and the minor elements have very little effect upon the alternation of prices.

I RECEIVED a number of good inquiries from the advertisement I recently placed in the Grain Dealers Journal and I sold my engine thru this ad.—J. F. McCarthy, Waukesha, Wis.

**THE SUEZ CANAL** is a factor of prime importance to the British Gov't in the present war, because its position is of such immense value to the commerce of that nation. The closing of the Suez Canal it is estimated would increase the sailing distance from Plymouth to Bombay from 6,000 to 10,450 miles, to Calcutta from 7,710, to 11,280 miles, and to Singapore approximately 11,350 miles. Much of England's food supply is still gotten from India, under hazards sometimes, however, but the closing of the Suez Canal would not only cause a great inconvenience in point of distance to obtain food supplies, but all income on Suez Canal shares held by England would cease.

## An Attractive Fire Proof Office.

The office building of the Farmers Elevator Co., Newburg, Ia., shown in the engraving herewith, is of pressed brick construction, with concrete floor and asbestos composition roof, being as nearly fireproof therefore, as possible. It was erected at an expenditure of \$2,000, and tho built with the primary object of stability it was not necessary to eliminate any features of attractiveness or convenient arrangement within.

The office is 20x30 feet inside, half of which has been devoted to a customers' reception room. The other half is divided into two offices, one a work room and the other a private office or directors' meeting room. The latter is provided with a directors' table, roll top desk and comfortable chairs for use at the meetings.

A neat partition in the customers' section forms a clothes closet, and entrance to the basement, where a hot air furnace furnishes heat for the building. The basement has concrete floor and walls and is well lighted. Six windows furnish light to the main floor of the office from all sides, and provide for C. J. Hesson, mgr., an unobstructed view of all sections of the yard.

A safe has been built into the wall of the work room, while the space from the top of the safe to the ceiling is devoted to a stationery cabinet. This office also contains an adding machine, check protector, and other devices for the rapid and safe conduct of the business. Besides grain the company handles live stock, coal, flour, feed and building material.

I LIKE the Grain Dealers Journal very much and I would not be without it while in the grain business.—S. A. McMaster, Turin, Ia.

**COTTON SEED MEAL** standards have been agreed upon between the Cotton Seed Crushers Ass'n and the Feed Control Service as to what constitutes a fair standard for cottonseed meal and cake were settled at a recent conference. Director Youngblood, who is charged with administering the laws of the Texas Feed Control Service, proposed a standard of 44% of protein, or 51% of protein and fat combined, with not more than 11% of crude fiber, to take the place of the old standard of 50% of protein and fat combined and not more than 9% of crude fiber. This was agreed to by the millers. Reasonable time will be given the millers to change to the new standards.



Model Grain Office of Farmers Elevator Co., Newburg, Iowa.



## Re-Organization of the Northwest Ohio Ass'n.

About 60 grain dealers of Northwest Ohio responded to the call of the committee appointed at the preceding meeting, to arrange for a general meeting of the dealers of the territory, to organize a Grain Producers and Dealers Ass'n of Northwest Ohio. After an extended statement regarding trade conditions by ex-sec'y T. P. Riddle, who expressed his willingness to help the dealers during the next six months, if he could be of any service to them, the meeting was formally organized by electing H. G. Pollock of Middle Point as temporary chairman, and E. T. Custenborder of Sidney as temporary secretary.

The vote to organize the Northwest Ohio Ass'n, which was taken after considerable discussion by different dealers was unanimous, in fact everyone seemed to recognize the absolute need for the organization.

H. G. Pollock of Middle Point, in spite of his persistent protests that he was not the man for the place, and not desirous of office, was elected permanent president of the association. L. C. Allinger of Delphos was made vice-president and T. P. Riddle of Lima was made secy-treas. without any opposition. Mr. Short was appointed to collect dues and took his stand at the door, with the result that over \$100 were paid in.

Mr. Allinger assured the dealers that the local association organized in his section earlier in the week was not in any way antagonistic to the proposed reorganization of the larger association. After the president had been instructed to appoint a committee of five on by-laws for the new association, addresses were called for from the visitors.

H. H. Deam of Bluffton, Ind., ex-president of the Indiana ass'n, congratulated the dealers on their successful reorganization of the Northwest Ohio Ass'n, and assured them that eastern Indiana dealers would be glad to attend their meetings and assist in the promotion of the work.

Frank Burke of Decatur, Ind., asked that dealers along the G. R. & I. R. R., in Indiana, be admitted. He felt certain that all would be glad to support the work of the Northwest Ohio Ass'n.

E. L. Southworth of Toledo commended the shippers for burying their jealousies and co-operating for the promotion of the trade's interests.

F. J. Maurer of Buffalo assured the shippers that his market would co-operate with the organization in driving out scoopers.

U. G. Furnas, St. Paris: I will be glad to help the association along.

W. W. Cummings of Toledo assured the shippers that no Toledo receiver would knowingly handle grain from scoopers.

C. O. Garver of Columbus: It gives me great pleasure to witness the reorganization of this territory. The deterioration of elevator property since the dissolution of the old association has been most marked. The dealers lost interest in their property and the fire hazards were naturally materially increased. Your fire insurance association will be glad to help you solve the problems of your business.

C. S. Behymer, Rockford: Steady fair prices at country stations are more profitable and more satisfactory to everyone concerned. I shall work earnestly to line

up the dealers of our section, and to induce all shippers to support the organization.

After instructing the secretary to call a number of local meetings, the dealers dispersed, feeling well repaid for their journey to Lima.

### LIMA MEETING NOTES.

W. W. Cummings of J. F. Zahm & Co., and E. L. Southworth of Southworth & Co. were among Toledo's representatives.

F. J. Maurer, repg. Eastern Grain, Mill & Elev. Co. and C. A. Bartow, of Electric Grain Elev. Co., Buffalo, were also present.

Geo. T. Burk, Decatur, and H. H. Deam, Bluffton, came over from Indiana.

Picture the surprise when Will Cummings of Toledo was introduced to Will Cummings of Dola. Each claimed to be better looking and therefore entitled to first use of the name.

Among the Ohio dealers present were: L. A. Allinger, Delphos; A. C. Aungst, Butler; A. G. Aungst, Fayette; S. J. Aungst, Lebanon; C. Behymer, Rockford; L. L. Cass, Weston; G. O. Cruickshank, Leipsic; W. M. Cummings, Dola; E. T. Custenborder, Sidney; E. L. Diller, Bluffton; G. R. Felger, Middlepoint; F. Folk, St. Marys; U. G. Furnas, St. Paris; C. Garnhausen, New Bremen; C. E. Hollerbaugh, Cavett; C. E. Johns, Lafayette; C. A. Kolter, Spencerville; C. A. Lang, Delphos; Geo. Leopold, Hume; J. Lewis, St. Paris; H. H. Ludwig, Van Wert; T. C. Miles, Bradford; J. Monroe, Archibald; W. A. Niswonger, Quincy; W. H. Persinger, Sidney; T. J. Pilliod, Swanton, C. A. and H. G. Pollock, Middlepoint; Roe Pugh, Bradford; O. E. Richardson, Celina; J. E. Rinehart, Uniopolis; B. F. Schmiesing, Botkins; Eli Short, Elmira; J. X. Wadsworth, Warren; N. Wooley, Mt. Cory.

County meetings have been called and it is expected that before the last meeting is over the N-W Ohio Ass'n will

have a large membership and be in prime working order. These meetings will be held as follows:

Feb. 23, 10:00 a. m.—Celina, Ashley Hotel.

Feb. 28, 1:00 p. m.—Van Wert, Marsh Hotel.

Feb. 28, 7:30 p. m.—Paulding.

Feb. 29, 1:00 p. m.—Bryan, Christman Hotel.

Feb. 29, 7:00 p. m.—Wauseon, Blair Hotel.

March 1, 1:00 p. m.—Defiance, Crosby House.

March 1, 7:00 p. m.—Napoleon, Wellington Hotel.

March 2, 1:30 p. m.—Bowling Green, Millikin Hotel.

March 2, 7:00 p. m.—Ottawa, Du Mont Hotel.

March 3, 1:00 p. m.—Kenton, Weaver Hotel.

March 3, 7:00 p. m.—Findlay, Phoenix Inn.

March 7, 1:00 p. m.—Wapakoneta, Steinberg Hotel.

March 7, 7:30 p. m.—Delphos, Garman Gr. Co. Office.

On this tour of local meetings Mr. Riddle hopes to succeed in organizing the millers and elevator operators of each county into a county local. Upon the completion of the organization of these locals, it is proposed that a series of local meetings be held, at which each elevator operator will bring in five to ten of his representative farmers for a banquet to be held at some point in the county. At these banquets an effort will be made to promote a better understanding and a closer relationship between the producers and dealers. There will be a program of addresses suitable for the occasion. A demonstration of the moisture tester and an address upon the subject of buying on grade will be the main subjects. Later there will be a general conference held at some central point, either Toledo or Lima, which will be open to the public.

THE RESOLUTION, offered by J. F. Turff, proposing that the Canadian duty of 12c a bu. of wheat be removed so that under the countervailing clause of the Underwood tariff law Canadian wheat could have free access to the American market where it now faces a tariff of 10c, was defeated by a vote of 77 to 44. Only one government follower voted in the affirmative.

GOVERNMENT OWNERSHIP of railroads, Interstate Commerce Commissioner Clements told a House com'te Feb. 23, was "the last resort" and could only be prevented by fair and just regulation of the carriers. Joint action between the federal and state commissions on railway valuation and rate questions he considered would be cumbersome and unworkable. Commissioner Clements was questioned by the interstate commerce com'te in its consideration of the joint resolution, recently passed by the Senate, for a congressional com'te to investigate the adequacy of railway legislation and the efficiency of the federal commission as suggested by President Wilson in his address to Congress. While he did not assume to speak for the commission, he opposed the resolution. "The public generally, of course, will finally determine whether regulations and private ownership are successful," said Mr. Clements. "I do not think that it is the American idea to put the railroads, organized labor, etc., into politics, which government ownership would do. I do not believe in government ownership."



Pres. H. G. Pollock, Middle Point, O.



## Rapid Loading of Grain at Ft. William.

BY J. W. NEWMAN.

By pouring grain through their spouts at the rate of 3,205 bus. per minute the elevators at Fort William and Port Arthur, Ont., between noon Nov. 29th and midnight Nov. 30, made a record that has never been equalled in the history of the grain trade. During the 36-hour period, the elevators at the Canadian Head of the Lakes loaded into the holds of the steamers comprising the largest fleet of bulk freighters ever assembled to receive grain cargoes, 7,908,000 bus. These figures are taken from the actual loading time for each vessel at each elevator in the harbors, which totalled 406 hours, in other words a vessel averaging 192,315 bus. was loaded each of the 36 hours.

This wonderful record was made possible through the co-operation of all interests, which includes the Government officials, vessel owners, captains, grain-trimmers, elevator men, and the shippers themselves, with the Lake Shippers' Clearance Ass'n as the hub of the big wheel. The loading of practically every vessel is under the direct supervision of the Association, it being the authorized agent of the shippers and steamers.

The organization of the Association is unique, it being the only concern organized solely to facilitate the loading of lake carriers. The system adopted to facilitate the rapid loading of such enormous quantities of grain from the nineteen elevators of the two harbors into lake vessels is unique. The object of the Association is to provide facilities by means of a Clearing House for documents, or otherwise to expedite the loading of vessels at Port Arthur and Fort William, and generally to promote the common interests of its members. Shippers often have grain in several of the numerous terminal elevators, so the Ass'n strives to obviate the delay caused by vessels having to move from elevator to elevator before they can get their full cargo, in the following manner:

Say five shippers have shipments pending of varied amounts of grain of the

same grade. Style the firms A, B, C, D and E. Assume that A intends to ship 80,000 bushels and had documents for 40,000 stored in the C. P. R. elevators, 20,000 in Empire, 10,000 in the Consolidated and 10,000 in Ogilvies.

That B has vessel space for 50,000 with documents 10,000 in C. P. R., 31,000 in Port Arthur Elevator and 9,000 in Consolidated.

C space for 40,000 with 10,000 in C. P. R., 15,000 in Empire, 1,000 in Port Arthur, 11,000 in Consolidated, 3,000 in Ogilvies.

D space for 70,000 bushels, 10,000 in C. P. R., 5,000 Empire, 4,000 Port Arthur, 10,000 Consolidated and 41,000 Ogilvies.

E space for 60,000, with documents 10,000 C. P. R., 10,000 Empire, 4,000 Port Arthur, 30,000 Consolidated and 6,000 Ogilvies.

Without a process for clearing A's vessel would have to take cargo at four different elevators, B's vessel at three, C's at five, D's at five, E's at five. Assuming that these orders and the accompanying documents were filled at comparatively the same time, the Clearing House Manager, after a brief analysis of stocks at his disposal, would send A's vessel to the C. P. R. elevator; B's to Empire; C's to Port Arthur elevator; D's to Consolidated and E's to Ogilvies, and in that way each vessel could get its full load from one house.

The fact that the Association loaded over 175,000,000 bushels of grain from Sept. 15th until Dec. 12th is evidence that the system has been a success. The whole system is not unlike a game of checkers, with elevators as spaces and vessels as the "men." More especially is this the case when there are more boats than there are elevators, as is usually the case during the fall rush. Not infrequently are there as many as 75 vessels taking cargo from the nineteen elevators, and waiting their turn three or four deep at some houses. On Nov. 29th there were 70 vessels in the harbor, of which 40 were ready for grain at noon, and at midnight Nov. 30th, when regular insurance expired, every one of the 40 vessels had their lines off the docks, having completed their cargoes. Of this number ten vessels car-

ried over 300,000 bus. each, the Morden took 627,000 bus. oats and wheat and the Schoonmaker 446,000 bus. of wheat. The Association not only handles the vessel business, but also takes care of rail shipments during the winter. At a recent meeting of the Board of Grain Commissioners, the railway officials and the trade, the Association was appointed car agent for the different railways, and as all orders for rail shipments will be filed with the Association, they will have full control of the rail movement and the trade will be assured of having their grain forwarded according to date and time order is filed.

The past condition with regard to the shipment of grain all rail from the head of the lakes has been unsatisfactory. The total hauling capacity of the railways is not equal to the trade demand, and the number of available cars that the railways can haul is not upon a satisfactory basis. Complaints from the trade have been unavoidable. At present the Association has in its possession orders for more than 10,000 cars to be forwarded east.

Amount of grain handled by each elevator from noon, Nov. 29th, until midnight, Nov. 30th, 1915, during which time nearly eight million bushels of grain were loaded:

	Total.	Hours.	Average per hour.
Consolidated	3 9 6 0 0 0	23	1 7 2 1 7
Ogilvies	3 8 8 0 0 0	34.10	1 1 4 0 0
C. P. R.	9 5 4 0 0 0	31.25	3 0 3 0 0
Grain Growers	5 0 7 0 0 0	34	1 1 9 7 1
Thunder Bay	5 4 1 0 0 0	17.30	3 0 9 1 1
Empire	5 6 6 0 0 0	30.55	1 8 2 6 0
Government	5 3 1 0 0 0	21.40	2 4 4 9 1
Port Arthur			
"A"	8 1 0 0 0 0	33.10	2 1 5 1 5
Port Arthur			
"B"	2 4 9 0 0 0	15.	1 6 6 6 7
Fort William	4 7 9 0 0 0	19.15	2 4 8 8 0
Western	4 2 7 0 0 0	23.15	1 8 4 0 9
Grand Trunk	1 1 7 6 0 0 0	33.15	3 5 3 6 8
Davidson &			
Smith	7 8 0 0 0 0	4.15	1 8 3 5 3
Paterson	6 6 0 0 0 0	5.25	1 2 0 0 0
Black & Muirhead	7 1 0 0 0 0	8.	8 8 7 5
Dwyer	7 1 0 0 0 0	14.	5 0 7 1
Eastern "A"	2 8 6 0 0 0	24.10	1 1 9 1 2
Eastern "C"	2 2 6 0 0 0	24.50	9 0 4 0
Horn	8 6 0 0 0 0	8.50	9 5 6 0
Total	7 9 0 8 0 0 0	406	
Average per loading hour			1 9 2 3 1 5

I ENJOY looking over the news items in the Grain Dealers Journal.—J. W. Cheek, Des Moines, Ia.



Vessels Awaiting Their Turn at Elevator, Ft. William, Ont., Nov. 29, 1916.



## Illinois Farmers Grain Dealers at Bloomington.

The 13th Annual Convention of the Illinois Farmers Grain Dealers Association was held in Bloomington Feb. 9, 10, and 11, was well attended. Conditions of the markets, and car situation made it well-nigh impossible for many managers to be present, and out of a total registration of over 450, only about 35 managers were to be found.

All sessions were held in the Chatterton Opera House, while the Hills House was headquarters.

Pres. A. E. Rice called the Wednesday morning session to order promptly at 10:00 with an audience of about 150.

Pres. Rice called on Manager Frank Jones to tell of the "Duties of the Manager." Mr. Jones' ideas were so radically different in many respects from those of his audience that they (to use his own words) "picked the feathers clear off of him," in fact the whole morning was devoted to a lively discussion of his topic. He is one of the few present who is lucky enough to have only a few stockholders to deal with.

### DUTIES OF THE MANAGER.

My views of the manager's duty as I see it may open your eyes. The farmers elevator companies were organized primarily to get the best prices for the farm products of their stockholders' lands, but I wonder how many of them are succeeding. I don't mean by that that the manager should pay the top price for grain all the time, because our greatest competitors have been wont to bid the market up to where we have been forced to drop the fight or take losses that would put us out of business.

Take this 70-cent corn for instance. I'll venture to say that a large majority of the managers who are absent today trying to recoup their losses were forced into this market simply because you stockholders used the motto "If he can do it, so can we," and everybody is on the run.

Over in my district they call me "the goat," but for once in my life I can rightly deny the title and offer you my views while the rest of the family is at home nursing their burns.

The duty of the manager as I see it is to know the grain business and to keep posted regarding the prices which are being paid in all the leading markets within a reasonable distance of his station. To do this he must not only keep in close touch with quotations, but he must become acquainted with the trade in all sections to which he ships, and this means spending money. Some of you think it's money wasted, but did you ever have a representative of some house come along and tell you how much better they are prepared to handle your shipments than anyone else, and that in view of their connections they could pay you  $\frac{1}{2}$ ¢ or 1¢ more per bushel? And did your manager fail for it, and then find out, after his cars had disappeared, that "the only one" had had desk room which was still unpaid for? A little carfare would have saved all this.

A good many of you will say that you have found one house that gives you good results, but do you always get the best prices from that one house. You do not, and why? Simply because it not infrequently happens that one market is in a better position to handle your corn shipments than another, there is a better demand, or not so much of it on hand to fill contracts.

On the buying side of the question is the fixing of the price. No man can pay one price to one man and another to another and get by with it very long. I have a competitor who pays one price on one side of town and another on the other, and if you want to know who is getting the business just compare our books.

Some companies seem to think a manager is a wheel of fortune, and can do, or should be able to do, the work of about 8 men. There are doubtless a few sidelines that can be taken on and handled at a profit, but I seriously object to overloading the manager with six or seven lines. I say a man must be a good grain man to make a good manager who will swing the business against strong competition; yet there are companies, and a good many of them, who employ men as managers whom they wouldn't trust to

plow corn, but they get them for \$50.00 to \$75.00 a month. They were born and raised in the community, and possibly went through high school.

On the side line question, none of you would think of shoeing your own horses; then, why expect to hire a boy or man to handle from \$300,000 to \$400,000 of your money every year who isn't an expert in the grain business and then want him to be a good flour, feed, lumber, coal, lime, salt, fence buyer. I tell you men, it can't be done at a profit. Your business is primarily in grain, one of the greatest industries in the world, and you've got to get men who know the business if you expect to meet competition and make money while you are doing it.

Get rid of these novices, spend a little money here and there to let your manager get acquainted with your trade, and you'll all be better off.

I may be fortunate—I guess I am—but my stockholders rely on my judgment, and when I tell them why I can't pay the top for the market they give me the grain anyway.

They think this Ass'n is a good thing, but they also pay my membership fees in the Illinois Grain Dealers Ass'n, and I never miss a meeting. Why? Because I meet the receiving trade that can't spend their time at meetings like this where there are only 35 or 40 managers. At the independent meetings every one they meet is a prospect, and that's the reason they turn out.

When I said my stockholders rely on me, I meant that they know I know what I am talking about. They know that I have figured it out so I know just what it costs me to handle grain, and if in my opinion we should hold it for higher prices we do it. I want to say right here that instead of being filled up with 70-cent corn, we've got the nicest lot of 55-cent corn you ever saw. And that is the only way we have been able to pull through.

We organized in 1911 against one of the biggest companies in the world. Our capital stock was \$10,000, and \$3,700 of this was subscribed. The banks would only let us have a small per cent of the value of our plant, and we were forced to get money wherever and whenever we could. It ran along, and we finally ran the cost of the house up to \$20,000. Last year we bought two more elevators and went into the hole another \$15,000. I'm not going to tell you how much we made last year, but this year we will pay every cent we ever owed anyone.

Pres. Rice reminded the audience it was at liberty to ask questions after each speaker's address, and there followed one of the liveliest discussions in the history of the organization. Many of them took exception to Mr. Jones remarks to call him a "speculator pure and simple" but he stood his ground and answered them all.

Some took offense at his belonging to the Illinois Grain Dealers Ass'n, believing it unnecessary to support a competitors organization, but Mr. Jones said he found it just as honorable as the one whose meeting he was attending and "supporting or not," if he could make friends of men who would remember his name when they were in the market for the grain he had, it was his duty and that of his company to belong to that association.

The discussion waxed so warm that it was noon before anyone realized it, and but for the tactful suggestion by the officers that they must hurry and eat so as to be in condition for the following speakers, they would have forgotten about dinner.

Wednesday afternoon Hon. Homer J. Tice spoke on "Good Roads." Mr. Tice pointed out the increased cost of moving grain due to the poor condition of Illinois roads, and said it costs only about  $\frac{1}{2}$  what it does here to move grain over good roads in Europe.

Fay R. Best discussed the subject of Buying and Selling, in which he emphasized the necessity of picking a manager who is a real grain man.

Managers are the trusted agents of their companies, and must be able to figure out a safe margin on which they can handle

grain. After they have this figured out, they should never be compelled to buy any closer by the stockholders simply because their competitor is paying more. If the competitor isn't able to or neglects to figure the relative value of grain at his station, he won't be a competitor for long.

There are conditions where a competitor will have a temporary advantage—i. e., say, there is a town 2 or 3 miles away on another line. This line leads to another market, and sometimes the rate is lower or there is a better demand for the grain.

Cases like this often make the stockholder wonder why he isn't getting the top, but may be very easily explained, and it would be foolish for a man to follow his competitor.

In the case of corn, no dealer need go wrong if he will use a moisture tester and study the prices which are being paid in the markets to which he ships. The same would be the case if oats and wheat were to be brought onto a Federal Grade and Inspection basis. He concluded his remarks by citing instances where grain was graded No. 4 in one market and on reconditionment to another he received returns on No. 3, which would have been impossible under Federal Grading.

Wednesday evening J. W. Shorthill, sec'y, told of the work of the Nat'l Council, in which he cited their success in fighting the recent grain advance.

Thursday morning Sec'y A. E. Steinhart, who was just out of the sick bed, thanked the dealers and officers for all the assistance and sympathy given him during his illness, after which F. S. Betz read his report, from which we take the following: The past year has covered the biggest accomplishments of any year in the history of this Ass'n. Due to the generous response to our call for donations we were able to keep an active legislative com'te at Springfield to look after our interests.

Your Ass'n also took an active role in opposing the western rate advance case, contributing more than all other states, but I am pleased to say that the shippers of one good county will save more than enough to cover the entire expenditure on the case.

Your Ass'n has just finished a fight against a 5% increase not affected by the 1% rate case, in which we received a great deal of help from the Chicago Board of Trade. One of the best attorneys in the state was employed and nothing was left undone to defend your interests. The decision on this case has not been handed down.

Considerable work has also been done to relieve the car shortage situation, and while conditions have been, and still are, deplorable, we believe that Illinois has suffered less than any other state. Twelve new members have been added, most of them within the past two months.

Treas. Harry M. Woods reported:

Balance on hand last report.....	\$1,038.77
Dues received .....	3,185.00
Donations .....	3,075.00
Memberships .....	60.00
Rent received .....	24.00

Total .....	\$7,382.77
Disbursements .....	6,345.66

Balance on hand .....	\$1,037.66
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Auditing Com'te reported Treas. Woods records were correct and his report was approved.

Hon. Chas. Adkins emphasized the need of a legislative com'te and on his plea for donations, over \$3,000 was raised. After raising this fund considerable discussion arose as to the advisability of turning over a certain amount from each donation to support the work of the Nat'l Council, but as their officers had no way of knowing how much would be received, it was decided to let the Board of Directors decide on the exact amount.



Motion was carried to change the date of meeting and to allow Board to decide on place and date.

J. E. McCreery of Mason City read a paper on "How to Keep the Stockholder Loyal."

Thursday afternoon was given over to papers by Harry Heiser, Middleton, on "Loyalty, the Keynote of Co-operation," and Rufus Potts of Springfield on "Mutual Insurance."

Mr. Adkins of Bement also gave a short talk in which he favored the passage of "Amendments to the Revenue Articles of the State Constitution in Regards to Listing Taxable Property" and distributed pamphlets describing what a Tax Revision in this State would mean.

Thursday evening after a short talk by Pres. H. W. Danforth of the Nat'l Council, Sec'y H. J. Farmer, of the Minnesota Ass'n, told of the work being done in "Minnesotee." He said a good many people think I am funny, but it is one thing to get a reputation and another to live up to it. From the rounds of applause, however, we think he demonstrated that he had earned his reputation.

J. C. F. Merrill, Sec'y of the Chicago Board of Trade, addressed the meeting on "Truth and Error in the Economics of the Grain Trade." His paper was published in full in the Feb'y 10th Journal.

A. D. Gash, Pres. Illinois State Highway Com'n, talked on "Good Roads."

Friday morning B. F. Staymates, Clinton, started another "Good Roads" talk in which he accused Messrs. Tice and Gash of being "figure jugglers" and "only giving one side of the question." He is an advocate of oiled roads.

J. R. Humphrey of the Buro of Markets spoke on Bookkeeping, in which he urged the adoption of some simple uniform system of accounting. He was right in saying that no dealer can hope to succeed if he does not keep some sort of a record of his business transactions, which will allow of his taking off a balance and ascertaining just how much money he has made or lost. Mr. Humphrey advocates a system that will enable the dealer to figure easily the cost per bushel for handling grain, also the frequent auditing of books to show where the leaks are:

The nominating com'te reported the following officers and they were elected: Pres., A. C. Rice, Jacksonville; 1st V. P., J. C. Sailor, Cissna Park; 2nd V. P., John Miller, Galva; Treas., Harry M. Woods, Delavan.

At a meeting of the Board of Directors in the afternoon A. N. Steinhart was re-elected sec'y, and it was decided to hold the next convention at Decatur during the first half of October. The following com'tes were appointed:

## CONVENTION NOTES.

Charles McEwan and H. C. Clark came over from Indianapolis.

E. N. Williams had even a longer trip. He came from Nashville.

G. M. Miles of P. B. & C. C. Miles; F. W. Mueller of Mueller Grain Co., and J. C. Luke came over from Peoria.

St. Louis Heavyweights were C. I. Howel of Russell Grain Co. and W. S. Nelson, and then for good measure there were Frank Bubb of Goffe & Carkener Co., Frank Sommer of Hunter Grain Co., Ed. Jolidon of Langenberg Bros. Grain Co., H. H. Savage of Marshall Hall-Wagoner Grain Co., Henry Green and E. C. King of Nanson Com'n Co.; F. C. Taylor of Seele Bros. Grain Co.; Geo. Gierer; E. H. Hasenwinkle; and G. A. Turner.

J. A. McCreery of Mason City came over to see his old friends.

W. E. Kost, mgr. S. O. S. Chemical Co., Kansas City, gave out magnetic dancing mice.

Chicago, Oh yes, Geo. L. Hight of James E. Bennett & Co.; C. W. Gerstenberg of Gerstenberg & Co.; Wm. Tucker of Lamson Bros. & Co.; B. F. Traxler of Nash-Wright Grain Co.; E. T. Leonard of Rumsey & Co.; Geo. L. Stebbins of Sawers Grain Co.; Raymond E. Andrews of Philip Schiffin & Co.; Bert K. Black, J. A. Waring and A. B. Poole.

THE GRAIN DEALERS JOURNAL is O. K. and I do not think anything added or taken from it would benefit it.—C. W. Sammis, Powell, Neb.

THE ARGENTINE Republic is destined to handle grain in modern bulk handling elevators at country stations even tho the Government does fail to engage in the country elevator business. One of our callers this week was Wm. A. Bentiz, who comes from near Rosario in search of information regarding the proper construction and convenient arrangement of an 80,000-bu. concrete elevator, which he proposes to erect upon his return to the Republic. He will equip it like many modern elevators erected in this countr, with feed grinders and alfalfa mills.

MANY REPORTS have it that the food supplies in Germany are short, and especially has the crop of potatoes been short during the winter. This condition prevailed, however, the previous winter, but in the spring offers were abundant. In the big towns of Germany the supply of potatoes is noted, it is said, and the Municipalities have been authorised to pay growers 1/9 per 220 lbs. over the official price in order that they may obtain sufficient for their needs. A factor which affects the supply of potatoes this year is the increased number of pigs raised in the country. There are supposed to be several million additional pigs to be fed this year, and their needs would naturally make great inroads on the country's crop, even if this was as large as the official estimate stated when the ingathering was complete.



John S. Hazelrigg, Cambridge City, Ind., pres., Indiana Grain Dealers Ass'n.

## J. S. Hazelrigg.

The new president of the Indiana Grain Dealers Ass'n, J. S. Hazelrigg, has had a long experience in the trade, having started in 1887 buying on commission for G. W. Shults at Strawns, Ind., the place of his birth.

On the death of Mr. Shults in 1893 Mr. Hazelrigg engaged in the business on his own account, erecting an elevator two years later which he still operates.

His activities were broadened in 1900 by forming a partnership with that old wheelhorse of the Ass'n's, E. A. Grubbs of Greenville, as the E. A. Grubbs Grain Co., adding to the elevator work a brokerage and track buying business, and building elevators at Dunreith, Cambridge City, Germantown and Bentonville. After enjoying a successful business for several years Mr. Hazelrigg bot Mr. Grubbs' interest in the elevators and retired from the brokerage company. He has continued the elevator business alone, with headquarters at Cambridge City.

It is Mr. Hazelrigg's earnest desire that the state and national ass'ns shall continue to prosper more and more each year and that every legitimate grain dealer will see it to his interest and duty to join the ass'ns to help keep the organizations on the high plane they have attained.

When Mr. Hazelrigg started in the grain business there were no elevators in his part of the state and they prevailed upon the Pennsylvania Railroad Co. to set off two or three car bodies, which were jumbos in those days, for the storage of grain, in bags mostly, and he soon got a liberal education on the evils of loaning bags to farmers.

With regard to his experiences in 1893, the panic year, Mr. Hazelrigg says, "The money panic bothered me but little, as I had no money anyway; but I just want to say right here: any man that has not got a good strong nerve better not engage in the grain business, because sooner or later the time will come when he will have to stand punishment, and sometimes lots of it, and he must be equal to the occasion when that time arises. I went ahead and bought grain on time during the balance of the panic year, and would pay my customers when I received returns on my grain; all of which I am proud to say was always satisfactory with all my customers. This confidence that I enjoyed from the people who had known me from childhood up, will ever rest in my breast, and is worth more to me this day than all the money I ever made or ever will make out of the grain business."

I LIKE to read the Grain Dealers Journal. It covers the grain news thoroly.—B. F. Butler, agt. C. E. Robinson Grain Co., Bunker Hill, Kan.

I AM ALWAYS glad to receive the Grain Dealers Journal and expect to subscribe for it as long as I am in the grain business.—D. R. Risser, Vaughnsville, O.

I FIND the Grain Dealers Journal the best of the three grain papers which I am receiving, for my line of business.—L. N. Bowman, mgr. White Rock Elvtr. Co., Kings, Ill.

THE BRITISH Gov't will release a number of large boats for handling grain and freight. At Baltimore it is reported that a large number of steamers are due there to load grain. Ocean rates from New York to English ports are 50c per bu., and to southern Mediterranean ports 75c. Large charters have been made recently.



## Iowa Farmers, Grain Dealers Meet at Des Moines.

Des Moines demonstrated its ability as a host by entertaining three conventions at one time during the week of Feb. 14, and the largest number of delegates were attending the Iowa Farmers Grain Dealers Ass'n. Headquarters were in the Savery Hotel, the lobby of which was filled at all hours with throngs of stockholders and officers, but very few managers.

Pres. I. D. McVicker called the meeting to order promptly at 10:00 a. m. in the Des Moines Auditorium with about 175 delegates present. After invocation Sec'y Ralph Faxon of the Chamber of Commerce welcomed the visitors. In responding the president said: At our last meeting you instructed your directors to draft a bill for a co-operative law. This was immediately done and was enacted into law by our last legislature. We were also successful in our fight against increased freight rates, with the result that each elevator will save anywhere from \$1,000 to \$4,000 they would have been compelled to pay had the railroads been successful.

The balance of the morning was given to addresses by Hon. Henry Wallace of Des Moines and Judge W. B. Quarton of Algona, both of whom discussed various phases of co-operation. The Judge said that 90% of the Co-operative Creameries and Elevators in Iowa are north of the Northwestern.

C. H. Canby, War Time President of the Chicago Board of Trade, addressed the meeting on "Primary and Terminal Market Conditions," and his was one of the most interesting and valuable talks on the program from a grain man's standpoint. Part of his address is reprinted elsewhere in this number.

An address on Soil Improvement was made by Wm. G. Eckhart, of De Kalb, Ill., and a short talk on Gas Engine Troubles by R. A. Leavel, of Ames, Iowa.

Tuesday evening the Des Moines Chamber of Commerce entertained the delegates and those of the automobile show at the Auditorium and the house was packed to the roof. A five-piece orchestra and the Chamber of Commerce Quartet sprinkled harmony between numbers.

The surprise of the evening came when a lady and gentleman demonstrated a few of the latest society dances. Just about the time the crowd began to remark how graceful the lady was she pulled off her wig and brought the act to a screaming finish. Numerous other vaudeville and athletic numbers combined to keep the audience in good humor until nearly midnight.

D. C. Faber gave a short talk on the comparative cost of electric, steam or gasoline engines, in which he favored the individual electric motor, citing the reduced cost of operation, reduced fire hazard and the natural lowering of insurance rates.

C. G. Hopkins of the Illinois University addressed the delegates on Permanent Methods of Maintaining Soil Fertility in which he impressed them with the necessity of rotation of crops and the addition of only certain elements to bring their lands to the highest state of fertility.

Secretary Ray reported:

I have endeavored to keep a close survey of the measures being presented to Congress and have before me detailed information, documents, etc., for the use of our resolution comite.

The National Council, whose mission it is to carry out plans and work of a general nature in which the several state associations are uniformly interested, would be enabled to successfully handle many such problems if properly financed.

I believe their funds are overdrawn at the present time, however; that is, they are in debt, and if we are to move forward instead of backward I feel that something should be done at this meeting to finance them, that is Iowa's share, and build up a surplus Special and Legislative fund for such emergencies as will continue to arise as they have in the past.

Balance on hand last report.....	\$1,123.53
Receipts .....	4,606.00

Total .....	\$5,729.53
Disbursements .....	3,917.29

Balance on hand.....	\$1,812.24
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He spent 110 days in making 80 trips and obtained 18 new members. Numerous trips were made to Des Moines and Chicago. Your secretary spent 18 days in Chicago on the rate case, but we were amply repaid as we won out.

From our Special and Legislative funds we turned over \$1,200 to J. W. Shorthill, Sec'y and Treas. National Council, for the use of Clifford Thorne, and \$698.51 in defraying the expenses of delegates and witnesses to the rate hearing, but feel that this was also well spent.

After nearly an hour's entertainment by the band, the meeting was turned into a business session. Considerable time was taken in discussing the advisability of re-districting the state, but no action was taken.

A motion was carried to pay the expenses of the band in coming to the meeting.

Miles K. Culver proposed that an investigation into Terminal Market Conditions be made, citing the fact that a great deal more high-grade grain is being shipped from these points than is received, and a great deal more low-grade grain is received than is shipped. Mr. Culver can't understand why these conditions should exist and intimated that he thought something was wrong.

A motion to appropriate \$300.00 to carry on such an investigation was carried with the added proviso that more money would be supplied if necessary. The investigation is to be carried on by a comite of three of which the President is to be Chairman.

This comite is also authorized to work on behalf of the association for the passage of House Bill 10405—the Grain Grades Act.

The Board of Directors at its meeting elected B. Hathaway Pierson, Pres., C. H. Nelson, V. P., and G. M. Dyer, Treas.

Sec'y Ray having handed in his resignation, it will be necessary to appoint a new man, but no definite action will be taken until the Board meets in March, in the hopes that Mr. Ray will reconsider the matter.

At the Wednesday evening session three addresses were delivered by prominent men. H. H. Gross of Chicago, Pres. of the Tariff Com'n League, urged the delegates to support a bill authorizing the appointment of a Non-Partisan Tariff Com'n.

F. H. Newell, Urbana, Ill., told and showed by stereopticon views the work being done by the U. S. Reclamation Bureau.

Alfred O. Crozier of Cincinnati gave

an extended talk on Money, urging the passage of several amendments to the present Federal Reserve Banking Law.

Thursday morning Hon. Lafayette Young entertained the audience for nearly two hours with a vivid description of conditions "In the Trenches of Europe."

Thursday afternoon J. C. Lockin, Sec'y, read a report of the Farmers Co-operative Elev. Ins. Co. of Iowa.

Attorney General Cosson of Des Moines and Senator J. H. Allen, Pochontas, also gave short talks.

A motion was carried authorizing the support of the association in making an effort to collect three claims of the Farmers Elev. Co. of Gowrie. The idea is to try to establish a precedent on which to base other claims in the Iowa courts. One claim is for Loss in Transit where No Leakage was Reported, while another is for Unreasonable Delay in Transit.

J. W. Shorthill told of the work which has been done by the National Council and said that the Bureau of Markets in Washington already has two very able men investigating conditions in the Terminal Markets.

After presenting the retiring Pres. and Sec'y and their wives with appropriate gifts, the meeting was adjourned.

### CONVENTION NOTES.

A. L. Jacobs and H. C. Shaw came over from Milwaukee.

Peoria was represented by G. M. Miles of P. B. & C. C. Miles; F. W. Mueller of Mueller Grain Co.; and J. C. Luke.

F. Burrell of Burrell Eng. & Const. Co. and Chas. E. Newell of Newell Construction Co. were also among those present.

Mr. W. E. Kost of Kansas City wishes he had time to apply a little Rat-Swat to catch the man who relieved him of his overcoat.

Kansas City sent C. I. Howel, "the Mexican Athlete" represented Russell Grain Co., and W. W. Simmons of Ernst-Davis Grain Co.

W. S. (330) Nelson of Arnold Thurnau Grain & Feed Co. distributed an implement to be used in "brushing up" on the location of St. Louis. He was supported by Frank Bubb of Goffe & Carkener Co.; W. E. Burbach of Jones-Wise Com. Co.; Ed. F. J. Jolidon of Langenberg Bros. Grain Co.; E. C. King of Nanson Com. Co.; G. N. McReynolds; Frank Sommer of Hunter Grain Co. and G. A. Turner.

Among the Chicago receivers were W. A. Fraser; H. T. Bickel; C. W. Gerstenberg and A. J. Moore, repp. Gerstenberg & Co.; H. Barrett of Lamson Bros. & Co.; John W. Radford; Harry B. Beatty; E. C. Rice and Geo. L. Stebbins of Sawers Grain Co.; E. G. Cool, western rep. of Philip Schifflin & Co.; Albert Charrlin of C. H. Thayer & Co.; J. J. French and J. J. Fones of E. W. Wagner & Co.; L. F. Feehery of Walters Bros.; and J. A. Waring.

THE ADVICE subsequently tendered by the Corn Trade Ass'ns with reference to the method of buying were disregarded. No one has the intention or wish to hamper the Government in its efforts to provide for the country's needs, but there is a very strong feeling that the Government has not made the best use possible of the expert knowledge of the trade and that its scheme, so far, has failed to do what was expected of it and is proving extremely costly to the country.—Corn Trade News, Liverpool.



## Urmston Grain Co. Has New Manager.

Wm. C. Hayward, better known to the grain trade as "Genial Bill," has recently been placed in charge of the Indianapolis business of the Urmston Grain Co. LeRoy Urmston retains the presidency of the growing company, with supervision over both the Indianapolis and Buffalo offices.

The work encountered in Mr. Hayward's new connection is by no means a simple task, but he is admirably fitted for the duties. Practically his whole business life has been devoted to grain, in one form or another, his early training being acquired in a small elevator and general store near Champaign, Ill. Until 1911, the year when he entered the trade at Indianapolis, Mr. Hayward had attended high school and college, taught school, and learned what he could of the grain business wherever the opportunity for learning presented itself. He thus acquired not only a knowledge of grain, but the valuable habit of keeping active from early morning until late at night.

This fondness for work, together with Mr. Hayward's familiarity with grain trade conditions, soon made for the good natured youth a host of friends among the country shippers and terminal market receivers, and congratulations on his new connection have been received from every section. "Bill" is a little modest about referring to his past record at Indianapolis, but his many friends affirm that he wonderfully increased the business of the company with which he was formerly connected, the Mutual Grain Co. His straightforward manner, and his endeavor to give both shipper and receiver always a square deal, is largely responsible for this showing.

Mr. Hayward's father was a Hoosier, and the "Bill" is a native of Illinois he claims a warm friendship for the Indiana trade. He was married a little over a year ago, and on Christmas Eve was remembered by St. Nicholas with a small feminine package. Here his affection for the Hoosiers again asserted itself; he called the infant Mary, in honor of a favorite Hoosier aunt.

LeRoy Urmston is so well known to the grain and milling trades as to need no introduction. He was born near Frankton, Ind., and in 1887 organized the grain elevator firm of Finnell & Urmston at that town. Within two years the interest of Mr. Finnell was taken over by Mr. Urmston's father, and the business continued as A. G. Urmston & Son.

Destruction of the mill in 1894 by fire caused the company to discontinue the milling end of the business, but the grain dept., with a new elevator, continued to prosper. In 1900 on the retirement of his father, Mr. Urmston and David King organized as D. King & Co. In less than a year Mr. Urmston took over the interest of his partner and, moving the main office to Tipton, Ind., he operated as the Urmston Grain Co., the foundation of the present company. The acquisition of many new country elevators soon made it necessary to move the main office to Indianapolis and open a branch at an eastern market, Buffalo being decided upon as the most advantageous. This branch, in the Chamber of Commerce Bldg., has kept pace with the home office in the matter of growth.



Le Roy Urmston, pres., Urmston Grain Co., Indianapolis, Ind.



Wm. C. Hayward, Urmston Grain Co., Indianapolis, Ind.

A STRIKING example of how the war has affected the shipping industry is shown by the rise in ocean freights, which have gone up to points almost beyond belief. For instance since the beginning of the war ocean freights have advanced from 5c per bus. on wheat to 42c from New York to Liverpool, England; cotton has gone up from 25c to \$3.00 per 100 lbs., while a rise from 1/2c per barrel to \$1.25 is noted on flour.

## Leaking in Transit

Grain dealers can help brother sufferers in the collection of claims for loss by reporting to Grain Dealers Journal, Chicago, for free publication, the initials, number, place, date and condition of cars seen leaking grain in transit.

Recently we have received reports of the following leaking or bad order cars:

Wabash 75197 in G. R. & I. yards at Avilla, Ind., Feb. 23, was leaking oats at bottom or thru grain door. Car may have been loaded so that grain spilled over top of grain door.—Ben Levy, of Stiefel & Levy.

Erie 89698 passed thru Allison, Ia., Feb. 21, with side door open. Apparently was loaded with corn as there were 3 grain boards fastened to doorway.—L. H. Potter, of Hill & Potter Grain Co.

N. O. & N. E. 14559 westbound between Milwaukee and Madison, Wis., Feb. 18, was leaking barley at side door; leak not very bad.—Hill & Aplin, Dousman, Wis.

S. P. 61305 passed thru Central City, Neb., Feb. 16, on Union Pacific extra train No. 224, eastbound, leaking wheat badly at side door.—Wm. Palmateer, agt. T. B. Herd Grain Co.

C. M. & St. P. 52042 passed thru Hartley, Ia., Feb. 16, eastbound, via Milwaukee R. R., leaking oats badly over front truck. Looked like very bad leak as every time car moved a large stream would come out. Had no time to repair.—C. H. Betts.

C. M. & St. P. 80890 passed thru Montezuma, Kan., Feb. 11, leaking barley over drawbar. Train crew tried to repair. About 3 bus. ran out while they were trying to stop leak.—M. J. Long, mgr. Morton Grain Co.

Grand Trunk 10935 passed thru Hamble sta. (Oakes p. o.), N. D., Feb. 4, with side door open and snow blowing in.—W. S. Trask, agt. Hawkeye Elvtr. Co.

S. P. 82348 passed thru Delavan, Ill., Jan. 22, northbound, on C. & A. Ry., leaking yellow corn thru loose sheathing on one side and also thru and over grain door.—Wayne Bros. Grain Co.

Penn. 526419 passed thru Bordulac, N. D., Jan. 21, eastbound, leaking wheat from side, half way between door and end.—O. R. Beckley, mgr. E. A. Roach Grain Co.

Nor. Pac. 25424 was set out at Dwight, Ill., Jan. 14, leaking yellow corn. Corn transferred at this point.—Boston & McClelland.

N. P. 35250 was sidetracked at Antwerp, O., for repairs Jan. 13. Had broken drawbar and was leaking wheat at door, side and drawbar.—J. L. Doering, supt. Peoples Elvtr. Co.

S. P. 36195 passed thru Colfax, Ind., Jan. 11, loaded with corn. One door was partly open and rain was beating; latch broken. We closed door and nailed cleat behind it.—Chas. Tegarden, of Lane & Tegarden.

P. R. R. 501803 passed thru Jefferson, Ia., Dec. 28, leaking shelled corn slightly.—D. Milligan Co.

C. & N. W. 85794 passed thru Jefferson, Ia., Dec. 28, leaking wheat very badly at doorpost. Think there was a leak of a bu. every 5 minutes. According to seal records car came from East End, Neb. Had seal No. 6021.—D. Milligan Co.

C. & E. I. 1265 passed thru Morganville, Kan., Dec. 27, in C. R. I. & P. 993, leaking corn badly on side near end.—R. E. Miller.



## Seeds

MILWAUKEE, WIS.—We will build a small elevator and feed mill and will handle popcorn.—Parry Grain Co.

KIRWIN, KAN.—The wholesale seed business of Nicholas Banahoon has been moved from Agra to this place.

CULVER, IND., Feb. 18.—The clover plant looks good; there is practically nothing in farmers' hands.—Arthur Castleman.

SEED CORN WEEK in Iowa, by proclamation of Gov. Clarke, will be Feb. 23 to Mar. 4, when growers are to test their seed corn.

THE OSHKOSH SEED CO., of Oshkosh, Wis., has been incorporated with a capital stock of \$1,000 by Carl Roewekamp, H. Roewekamp and C. L. Born.

ST. JOHNS, MICH.—The brick building of E. C. Smith has been transferred to the Vaughn Seed Co., which has occupied the building since last October.

LINCOLN, NEB.—Alfalfa and seed corn is very scarce here. No alfalfa remains on the farms, and as corn did not mature it will have to be obtained from other states.—Griswold Seed Co.

GREAT INTEREST in Japanese clover will result in the planting of about 1,000 acres in Warwick County, Ind., this spring. One dealer at Boonville has already sold over 100 bus. of it and two other dealers are handling it.

THE SILVER TROPHY in the University of Wisconsin sweepstakes at the grain show recently held at Madison, Wis., was awarded to Noyes Raessler of Beloit for the best ten ears of yellow corn, his exhibit representing eight years of breeding and selection.

THE STANDING seed committee recently appointed for the ensuing year on the Philadelphia Commercial Exchange is composed of Charles G. Alexander, G. Wilbur Taylor, Jesse Sharples, W. I. Brocklehurst, Sydney W. Luckin and John W. Koch.

VALLEY, NEB.—The C. Herbert Coy Seed Co. has recently installed in its seed house at Valley, a new complete grain drier system, also a Van Ness Roller Bearing Manlift, and made other extensive improvements in the plant. The R. M. Van Ness Construction Co. had the contract.

CORN did mature sufficiently to provide seed for 1916 in certain localities, even in the most northern states. An appeal is made for every grower of northern seed corn, having good seed to sell, to furnish the Office of Corn Investigations of the Department of Agriculture at Washington with his name, address, name of variety, price, and amount of seed for sale. A generous response will aid the Department in relieving the present critical situation. Surprising results have been obtained by the Office of Corn Investigations with seed which was very immature when gathered. Even if the seed was in the "soft dough" stage when gathered last fall, if it was promptly dried and well cared for, it will germinate and reproduce well enough to make it preferable to southern seed. Home-grown seed that has been well cared for, even though it was not thoroughly mature, is almost certain to give better results than imported seed.

DARSO, a new grain sorghum, which is being tested at the A. & M. College of Oklahoma, seems to have considerable merit. Farmers who experimented with it in 1915 say that it did not blast like kafir and milo. A small amount for trial will be sent for 10 cents by the Agronomy Dept. of the A. & M. University.

MICHIGAN bean growers are requested by the Michigan Agricultural College to aid in a project to eliminate blight and anthracnose, which is a cause of damage to the bean crop every year. After two years of experimenting the botanical dept. has evolved a plan whereby it is proposed to send Michigan seeds west to the drier climates of Montana, Colorado and Idaho, as a trial portion sent from the college and planted there was returned to the dept. practically free from blight. It is estimated that from \$5,000 to \$10,000 is needed for this project, which would result in saving millions to the bean growers.

SEED BEANS will be sold at cost by agreement among elevator operators in Michigan for next season's planting. Buyers are experiencing difficulty in obtaining sufficient seed and are compelled to pay high prices to obtain them, as they are extremely scarce. At Ionia as high as \$3.35 is being paid, while selected seed beans have brought as high as \$5.00.

BEATRICE, NEB.—There is plenty of seed corn here for the local demand. Farmers in this vicinity do not grow any grass crops for seed purposes. Frequently, under favorable conditions, seed matures, and small amounts of alfalfa, clover and timothy are offered on the market. Millet and sorghum seed made a fair crop this year and we have some surplus to ship out.—Pease Grain & Seed Co.

STATE SEED INSPECTION and weed control in 1914 in Wisconsin is reported on in a bulletin issued by A. L. Stone (Wis. Sta. Bul. 254 (1915), pp 3-39, figs. 28), which contains a synopsis of the state seed law and notes the great benefit derived from its enforcement. Methods of weed control are discussed, and the results of analyses of 376 samples of seed are given, with descriptions and illustrations of 25 kinds of weed seeds.

IN CANADA the price of seeds will be higher this year than last. Supplies of alsike are fair and probably a little larger than a year ago, but there is not a great deal of No. 1 seed. No. 1 will sell this year at \$22 to \$24, No. 2 at \$18 to \$19 per cwt. Red clover is much higher than a year ago and likely to remain so, owing to the short crop in Canada. There was only a fair crop in the United States, but the duty, which includes 7½¢ war tax, means that it is costing about \$4 per cwt. to bring red clover into Canada. The cause of the short crop in Canada was the wet weather in Aug. and Sept. last, resulting in small quantities of real No. 1 Gov't standard seed. The price of this is about \$26.50 to \$28 per cwt. There is, however, a fair quantity of No. 3 grade at \$23.50 to \$24. A year ago No. 1 could be bought for \$21 to \$21.50 and No. 3 for considerably less than that. White clover is greatly above 1915 prices, the range being 25 to 64¢ per lb. No. 1 white clover will probably bring 64¢ and No. 3 25¢, with No. 2 at 38¢ per lb. Last year No. 1 was 45¢. Shortage in stocks is the cause. Prior to the war importation was made from Germany. In the fiscal year ended March 31, 1915, Canada imported over \$2,400,000 worth of field seeds.—Consul Felix S. S. Johnson, Kingston, Ont.

CRAWFORDSVILLE, IND.—The Crabbs Reynolds Taylor Co. has petitioned the circuit court to restrain Sherrill Herr and Homer Flaningam of the Crawfordsville Seed Co. from selling a machine used to separate buckhorn from clover seed. In return for having financed experiments, it is said, Herr agreed to give plaintiffs a half interest in the machine. Other contracts were made later whereby Mr. Herr was to become superintendent of plaintiffs plant at a salary of \$150 per month, and the plaintiff was to use the machine while Herr was to receive the profits from the sale of the machine to one other company agreed upon.

A NEW ARRANGEMENT for marketing seed corn on the ear is being inaugurated by the Seed Commissioner, Department of Agriculture, Ottawa, Canada, whereby any grower who so desires may enter into an agreement with the department to sell seed corn on the ear under the "control" system, thereby making it subject to special regulations and guaranteeing the quality to purchasers on certain terms. The principal condition of the agreement is that corn will be sold under definite standards of quality, three grades being defined, namely, Extra No. 1, No. 1 and No. 2. Only carefully selected corn that has been cured in a special corn-drying house, or by some other approved method equally efficient, will grade Extra No. 1. Corn sold under the "control" system will be subject to inspection by purchasers or inspectors, and if any is sent out lower in quality than the grade marked it may be returned at the grower's expense. The offer is open to any grower who has good seed corn for sale.

### From the Seed Trade.

M. F. WILKINSON is now manager of the Nowata Seed Co., Nowata, Okla., N. M. Cheesman having resigned.

LAWRENCE, KAN., Feb. 21.—Warm weather will very likely produce good demand for all field seeds.—The Barteldes Seed Co.

LA CROSSE, WIS., Feb. 23.—There is an unusual demand for medium, mammoth, red and alsike clovers. Brisk demands for seed corn are coming from Michigan, Minnesota, Wisconsin, Illinois, and the northern half of Iowa.—John A. Salzer Seed Co.

SUGAR GROVE, ILL., Feb. 19.—The outlook for seed corn here is good. The germination is 95-96. The demand has been excellent, especially during the last 15 days. Oats are selling 15% above normal and 25% additional is received on grass seeds.—Garton-Cooper Seed Co.

MADISON, WIS., Feb. 22.—There is a strong demand for Wisconsin grown seed, but the quality is not extra, and there is scarcely enough for demand. A few small lots of corn are good. Both clover and alfalfa are strong, especially alfalfa. Seed grain is also strong.—L. L. Olds Seed Co.

ROSWELL, N. M., Feb. 18.—We look for a big increase in the growing of forage crops such as cane, kafir and milo as stock feeding is proving profitable in this section. We also expect a heavy yield of alfalfa seed if weather conditions prove favorable. Clover seed, alsike, timothy and blue grass are not grown here in a commercial way. There is very little seed that we know of being carried over from last year's crop, in fact there is no alfalfa seed being carried over. Alfalfa reached the highest level that we have known, last fall.—United Seed & Fruit Co.



OCTOBER delivery clover seed will be influenced by the weather. The selling has been on the theory that we are not likely to have three short crops in succession, and also that surplus stocks in Europe will constantly look for an outlet and this country is about the only one that can finance and use it.—J. F. Zahm & Co.

EAST ST. LOUIS, ILL., Feb. 18.—The crop of clover seed in this section was very light on account of the continued heavy rains just at harvest, so that there will be no seed at all to offer in the market. Timothy is about as usual, altho only a comparatively small amount of it is raised in this section, while there is no alfalfa, blue grass or alsike threshed at all.—Reynolds Seed & Com. Co.

CLINTON, Mo., Feb. 17.—The clover and timothy hay crop was very large in this section last fall. It looks as if our sale of clover and timothy seed will be 25% higher this season than last. Farmers have threshed some clover and timothy seed, but only in small quantities for their own use. Alfalfa seed is slow this spring compared with last. We note the demand for Kentucky blue grass seed, and expect a good demand for sudan this summer.—Geo. R. Linge & Sons.

LONDON, ENG., Feb. 7.—Although our market is quieter, which is only natural after the brisk demand during the past two or three months, the tone is firm in all departments. Red clover, choice grades, are very firm, medium steady, brown and low grade seeds neglected. White clover and alsike are inclined dearer. Trefoil is unchanged, but in better demand. Lucerne is firm, inclined dearer. Winter tares are quiet but firm. Mustard, rape and thousand headed kale are in better demand and dearer. All kinds of grasses are very firm. C. W. Le May & Co.

LEXINGTON, KY., Feb. 18.—The only seeds that are reduced in this vicinity are blue grass and orchard grass. Our blue grass crop last summer was almost a total failure, but as there had been a very large stock carried over for the last two years and the demand very much reduced by the European war there is plenty of old seed in central Kentucky. There was a large crop of orchard grass in several of our adjoining counties which was bought up very quickly by dealers and just how much of it has been shipped from here we are unable to say. The growers got a big price for it last summer and had a good yield, consequently a great many farmers are sowing orchard grass who never did before.—Elmendorf Coal & Feed Co.

TOLEDO, O., Feb. 21.—The February surprise in clover seed is the amount of receipts. Stocks have increased 3,000 bags the last two weeks. One day's arrivals this week 1,600 bags. Last year stocks were decreasing, and usually do at this season. February seed is still a comparatively scarce article, commanding liberal premium over March. The lower prices for March and April reflect belief in arrivals of foreign seed in liberal quantity. This foreign seed is the uncertain element. Seaboard houses are consistent cautioners against exporting large imports. They expect ultimate liberal imports, but point to difficulties in way of getting it in time for March delivery. New York imports last week 11,160 bags, of which 1,000 bags damaged. Local stocks around 25,000 bags. Holdings are in strong hands. The real spring demand is still to come, and this is what holders are counting on.—Southworth & Co.

MILWAUKEE, WIS.—Receipts of timothy seed for January, 1916, totaled 632,770 lbs., clover 680,207 lbs., and flax 67,710 bus., as against 784,440 lbs. of timothy, 1,340,112 lbs. of clover and 38,710 bus. of flax seed for the corresponding month in 1915. Shipments of timothy seed for the month amounted to 322,099 lbs. compared with 406,962 lbs. the previous year, and shipments of clover totalled 808,899 lbs., against 1,885,701 lbs. shipped in January, 1915.—H. A. Plumb, sec'y Chamber of Commerce.

## Oat Smut Prevention.

Treating the seed with hot water or with formaldehyde solution before sowing is an easy, cheap and effective way of preventing smut in oats. Mix the formalin (a commercial preparation which is 37% formaldehyde by weight) with water at the rate of 1 pound (a little less than a pint) to 40 gallons of water. The grain may be either loosely inclosed in sacks or put loose into a tub or vat with the solution. Agitate the sacks or stir the loose grain occasionally so that the entire surface of every grain will be thoroly wet. Instead of being immersed the seed oats may be spread on a clean floor or canvas and sprinkled with the solution and shoveled over during the process so that they will be wet evenly as in the other method. Not over a gallon of solution will be needed for every bushel of dry grain. After sprinkling, shovel the seed into a pile, cover it with sacks wet with the solution, and allow it to stand for at least two hours before spreading it out to dry.

The oats may be seeded as soon as dry enough to run thru the drill. If the seed is still moist, however, the drill must be set to sow more to the acre than if it is dry. The quantity which should be sown may be determined by measuring a given bulk before and after treatment and figuring the proportion of increase. After treating do not expose the seed to freezing until it is thoroly dry.

Do not allow the treated seed to come into contact with old sacks, bins or machinery in which there may be smut spores. If such must be used, scald them or wash them first with the formaldehyde solution.

THE QUAKER OATS Co. report for the year ended Dec. 31, shows that the company had a very successful year, its net earnings being the largest this year of any in its history. Reports show net earnings of \$3,724,223, compared to \$2,367,252 in 1914. Contrary to the general belief, the greater part of the improvement was due to a heavy export demand. The surplus available for common dividends equals 38.54 per cent on the \$7,500,000 of common stock, compared with 20.79 in 1914. Pres. H. P. Crowell in his remarks to stockholders says in part. "The European war has unsettled or changed the custom and routine of years, and the exigencies of the hour have produced varying methods of transacting business that are both interesting and stimulating. The needs of the neutral countries cut off from the regular sources of supply, together with the inevitable increase in food consumption of some of the nations, have made an unusually large volume of export trade possible. At practically all points there is shown a marked increase in the volume of sales, while at some a demand has arisen for certain cereals that we have long sold in America but have never been able to ship abroad in any large quantity."

## Test Seed Corn.

Testing seed corn for germination—always a profitable farm practice—is an absolute necessity this year in many sections. In a number of districts the last corn crop from which seed for the coming planting will be taken was late in maturing or so moist when harvested as to call for special precautions.

The following method of testing seed corn is taken from Farmers Bulletin 704 of the U. S. Dept. of Agriculture. The corn is placed on drying racks made by driving wire finishing nails about 4 inches apart on four sides of a stick. A number is placed over the nail and the butts of the ears are put on the nails. If wire fencing or other seed racks are used, the ears can be numbered in other ways.

In single ear testing, two kernels from opposite sides of the ear on the top, two from the middle, and two from the butt are put in numbered squares or portions of germinating boxes or other testers. The kernels are kept moist at a room temperature not above 90° F. nor below 50° F. After six or seven days the seed should begin to sprout. Only those ears from which all the kernels give strong sprouts should be reserved for planting.

Under ordinary circumstances, it may not be absolutely necessary to test every individual ear. If a large number of typical ears show germinating tests as high as 97 per cent, the seed in general may be considered good. Under the unusual conditions prevailing this year, especially in neighborhoods where the corn did not mature normally, it should well repay a corn grower to test every ear that he intends to use for seed. If he has any reason to doubt the quality of his individual stock, the ear-by-ear testing is simply a form of labor and crop insurance.

Before testing germination, the farmer should examine each ear and throw out all the ears which do not look right or which have several withered or damaged kernels. He should strive to make up his seed from ears which in size and appearance seem to be normal for his variety of corn. Seed corn should be shelled if possible by hand to avoid the risk of damage by mechanical shelling. Before shelling the owner should pick out peculiar looking kernels, and separate the seed into sizes so as to make certain that the corn drill will plant regularly.

## Imports and Exports of Seeds.

Imports and exports of domestic and re-exports of foreign seeds during November, 1915, compared with November, 1914, and for the 11 months ended Dec. 1, 1915, compared with the corresponding period ended Dec. 1, 1914, as reported by E. E. Pratt, chief, Bureau of Foreign & Domestic Commerce, were in pounds as follows:

	IMPORTS.			
	November, 1914.	1915.	11 mos. ended Dec. 1, 1914.	1915.
Castor beans, bus.	11,179	116,775	916,358	837,386
Faxseed, bus.	543,423	1,768,729	8,627,920	13,456,749
Red clover	315,555	1,287,251	5,070,329	9,514,259
Other clover	511,693	460,577	18,306,853	9,755,636
Other grasses	699,936	736,936	31,950,233	24,286,184
	EXPORTS.			
	November, 1914.	1915.	11 mos. ended Dec. 1, 1914.	1915.
Clover	1,353,778	1,185,181	4,587,199	8,202,536
Timothy	1,381,064	1,571,513	10,909,955	14,195,972
Other grasses	576,089	400,096	3,739,616	3,160,876
Flaxseed, bus.	12	148	23,647	4,906
EXPORTS OF FOREIGN SEEDS.				
Clover	.....	400	.....	17,931
Other grasses	.....	.....	85,706	22,242



# Grain Trade News

## ARKANSAS

Little Rock, Ark.—The Weinmann Mlg. Co. was given judgment for \$105 recently against H. J. Hollingshead, of Tex., in a suit which was the outcome of an oats deal.

Paragould, Ark.—The House-Jones Grain Co. has been organized to take over the business of the House & Meiser Mlg. Co., grain and feed dealers. The capital stock has been increased from \$15,000 to \$50,000 and a flour mill will be built.

Little Rock, Ark.—The Little Rock Grain Exchange incorporated; incorporators, Dan Daniel, pres., Kramer Darragh, vice-pres., and Guy S. Williams, sec'y-treas. The directors include the officers and C. E. Munn, Geo. Neimeyer, J. F. Weinmann and H. K. Cochran, Jr. Headquarters will be maintained in the Board of Commerce Bldg. The exchange will be affiliated with the Board of Commerce.

## CALIFORNIA

Los Angeles, Cal.—The Los Angeles Grain Exchange has opened for business in its new quarters in the I. W. Hellman Bldg.

Wilmington, Cal.—W. M. Waterman and his brother are at the head of the Farmers Grain & Mlg. Co. which also owns the Farmers Warehouse Co. at Los Angeles. There are a couple of warehouses to be built here, one by local capital, headed by F. S. Cary and E. W. Sandison.—X.

San Francisco, Cal.—The Grain Trade Ass'n of the Chamber of Commerce held a meeting recently for the purpose of considering the advisability of placing a penalty of either 50c or \$1 per ton on grain sacked in second hand bags. No definite action was taken, but another meeting will be held at which the proposal will probably be voted upon.

## CANADA

Weyburn, Sask.—The Garner Bros. Grain Co. has been incorporated with a capital stock of \$50,000.

Moose Jaw, Sask.—The Hanson Grain Co. has moved to new quarters in the Walter Scott Bldg.—P. M.

Kingston, Ont.—We have installed an oats purifying machine in our elvtr.—James Richardson & Sons.

Pt. Colborne, Ont.—Extra guards have been placed at the grain elvtrs. which are now being watched day and night.

Wyndygates, Man.—Farmers have formed a company to build an elvtr. here. It is to be completed to handle grain during the coming season.

Almonte, Ont.—Jas. W. Wylie, who resigned last year as pres. of the Wylie Mlg. Co., died recently. He had been in the grain business for several years.

Bounty, Sask.—Farmers are talking of organizing another local branch to the Saskatchewan Co-operative Elvtr. Co., at this place.—A. J. Hunter, Ardath.

Kingston, Ont.—Capt. G. T. Richardson, formerly ass't general mgr. for Jas. Richardson & Sons, grain merchants of Winnipeg, Man., died in action recently. He was 29 years of age.

Yorkton, Sask.—M. F. Reibin, in jail on a charge of forging Bs/L, attempted suicide in his cell Feb. 12 by cutting an artery in his wrist and is now in a serious condition. He broke a bottle in which milk had been brot to his cell and used the glass to cut his wrist.

Lethbridge, Alta.—In a suit brot for breach of grain contract against F. Harris, a farmer of Winnifred, the court decided that he will have to pay over \$1,200 to Dillings & Co., on a contract made for October delivery of 7,000 bus. of grain recently.

Reston, Man.—Fire on Feb. 12 destroyed the government elvtr., operated by the Grain Growers Grain Co., containing about 15,000 bus. of grain. The fire is believed to have been of incendiary origin, as it started just inside the door next to the railroad and spread rapidly thru the building.

St. John, N. B.—A new elvtr. will be built by the government to replace the one which burned August, 1914. It will have a capacity of at least a 1,000,000 bus., and will probably be completed, for next year's business, on a site where closer connection can be made with the new harbor terminals at Courtenay Bay, East St. John.

Calgary, Alta.—Homer E. Kinney was sentenced to one year's imprisonment when he pleaded guilty to 2 charges of stealing grain and money from the Alberta Pacific Grain Co. and the Alberta Farmers Elvtr. Co. and also to 3 charges of obtaining money under false pretenses. He had been in the grain business for 30 years, and up to a short time ago, was considered as a reliable buyer. He undoubtedly would have received a much severer sentence if he had been a younger man and in good health. This is one of the first prosecutions of a grain buyer that has taken place in this province.—M.

## WINNIPEG LETTER.

The Atlas Elvtr. Co. and C. H. Bartlett have moved to new quarters in the Grain Exchange Bldg.—P. M.

S. A. McGaw, late vice-pres. and general mgr. of the Western Canada Flour Mills Co., and member of the Grain Exchange, died Feb. 9 from injuries received in an automobile accident at Los Angeles, Cal. He was alone at the time of the accident and died without regaining consciousness. The Grain Exchange has adopted resolutions of sympathy.

In order to secure seed grain loans, liens on Manitoba farm lands are being sought by the Dominion government and a bill is being drafted by Hon. A. B. Hudson in order to meet the situation. After the federal government alienates land it comes under the property laws of the province. For that reason it is necessary for the Dominion government to enlist the good offices of the provincial authorities in order to get security for the seed grain loans it makes.

## COLORADO

Hayden, Colo.—The Hayden Elvtr. & Grain Co. is engaged in the grain business here.

Brush, Colo.—J. B. McDill has recently installed a Van Ness Roller Bearing Manlift and Distributor in his elvtr.

Colorado Springs, Colo.—W. O. Drennan and R. B. Liles, doing business as the R. B. Liles Grain Co., have dissolved partnership.

Fleming, Colo.—The Farmers Elvtr. Co. is building an outside granary near its elvtr. to handle the grain until cars can be obtained.

Eckley, Colo.—James Mason is no longer mgr. of the Farmers Elvtr. Co. and is now mgr. of the Farmers Equity Exchange at Benkelman, Neb.

Craig, Colo.—Ora Haley is pres., John Stukeby, vice-pres., E. H. Zimmerman, sec'y-treas., and Thos. W. Rogers, agt., of the Craig Elvtr. & Mlg. Co.

## IDAHO

Pocatello, Ida.—The Southeastern Idaho Mlg. Ass'n held a meeting Feb. 8.

Rigby, Ida.—The Rigby Mlg. Co., operating a 25,000-bu. elvtr., sustained a loss of about \$20,000 recently, when its mill burned. F. P. Robert is mgr. and principal owner. A 100-bbl. mill will be built to replace it.

Pocatello, Ida.—No grain elvtrs. are located at this place—owing to its favorable location as a jobbing center. J. E. McAlpine represents M. H. Houser, of Portland, Ore., O. E. Scott, represents the Albers Bros. Mlg. Co., of Portland, Ore., and I. S. Lambing, represents F. C. Ayers Mercantile Co., of Denver, Colo.—X.

## ILLINOIS

Malta, Ill.—A. T. Peterson has bot the elvtr. of A. D. Stanford.

Philo, Ill.—Report states that the elvtr. of John T. Daly will be sold.

El Paso, Ill.—Arthur Hildreth has been retained as mgr. of the El Paso Elvtr. Co.

Beecher City, Ill.—I have sold my grain business to M. E. McKittrich.—Chas. Mann.

Padua, Ill.—Frank Bryant is mgr. of the newly acquired elvtr. of the Padua Grain Co.

Delavan, Ill.—H. B. Price has been re-elected sec'y-mgr. of the Farmers Elvtr. Co.

Woodhull, Ill.—V. E. Setterdahl has been retained as mgr. of the Woodhull Grain Elvtr. Co.

Walnut, Ill.—The report that Thos. Blair has taken charge of an elvtr. here is incorrect.

Kappa, Ill.—Roy Dunseth has been retained as mgr. of the El Paso Elvtr. Co. at this station.

Henkel sta. (Mendota p. o.), Ill.—Gus Bader has been retained as mgr. of the Henkel Grain Co.

Wendel sta. (Mendota p. o.), Ill.—Henry Geuther has been retained as mgr. of the Wendel Grain Co.

Bader, Ill.—C. W. Fowler is the agt. in charge of our elvtr. here.—Schultz, Baujan & Co., Beardstown.

Royal, Ill.—The new Farmers Elvtr. Co. is negotiating for the purchase of the elvtr. of C. T. Walton.

Fitchmoor sta. (Mendota p. o.), Ill.—Jos. Klebel has been retained as mgr. of the Fitchmoor Elvtr. Co.

Gibson City, Ill.—H. B. Huey has been employed by the Drummer Grain Co. as mgr. of its implement dept.

Roseville, Ill.—The Farmers Grain Co. has bot the elvtr. of C. W. Langdon and will take possession Apr. 1.

Altona, Ill.—The directors of the Altona Grain Co. held a meeting Feb. 19 to discuss the erection of a new elvtr.

Ashland, Ill.—Edward Keffer, engaged in the grain business here, was married recently to Miss Reuda I. Lowe.

Green Valley, Ill.—G. Waltmire, mgr. of the Farmers Grain & Coal Co., has been ill and unable to be at the elvtr.

Fogarty sta. (Lincoln p. o.), Ill.—J. D. Seibert has succeeded Seth Warrick as mgr. of the Farmers Elvtr. Co.

Mt. Pulaski, Ill.—We have installed a fan blast loader made by the Maroa Manufacturing Co.—Mt. Pulaski Grain Co.

Ludlow, Ill.—Orlo Sheehan is in charge of the elvtr. of the Farmers Elvtr. Co. in the absence of R. M. Hodam, mgr.

Springerton, Ill.—The Springer Grain Elvtr. Co. contemplates putting in a blower to load grain.—J. E. Martin, mgr.

Lockport, Ill.—The Northern Illinois Cereal Co. is preparing plans for increasing its capacity almost 100% in the spring.

Colchester, Ill.—We hear that the farmers are planning to build an elvtr. at this place.—J. L. Williams & Sons, Colmar.

Roseville, Ill.—I have bot the interest of the Dole Estate in its elvtr. here and am now sole owner of it.—C. W. Langdon.



Kings, Ill.—J. E. King will succeed Lester Bowman Mar. 1 as mgr. of the White Rock Elvtr. Co.—S. J. Kennedy, Rochelle.

London Mills, Ill.—We think the report that an elvtr. would be built here by the farmers is a rumor.—Hummel Lumber Co.

Orion, Ill.—P. W. South is pres. and H. V. Conover, sec'y of the Farmers Elvtr. Co., which recently took over an elvtr. here.

Pinckneyville, Ill.—J. P. Waldman has resigned as supt. of the Pinckneyville Mlg. Co. and engaged in a different line of business.

Dubois, Ill.—H. J. Bender has purchased the elvtr. from the Ashley Bank. This elvtr. was formerly operated by John Holbrook.

Mayview, Ill.—Howard T. Walton has hired Richard Ryerson, of Urbana, as bookkeeper in his grain and implement business.

Bloomington, Ill.—I have made no business change but have moved from Lilly to this city.—R. G. Smith, representing Zorn & Co.

Assumption, Ill.—George Abrands, an employee of the Lacharite Grain Co., was injured recently while emptying a bin of oats at the elvtr.

Murrayville, Ill.—I do not hear anything now regarding the proposed farmers elvtr. at this place.—John Tendick, of Murrayville Produce Co.

Thomasboro, Ill.—Edward Rising, of Champaign, has been hired as mgr. of the Thomasboro Grain Co. for another year at a salary of \$2,000.

Beason, Ill.—Farmers Grain Co. of Beason and Skelton incorporated; capital stock, \$20,000; incorporators, Tim Welch, Howard Abbott and others.

Esmond, Ill.—Frank Barnes has succeeded C. J. White, who resigned Feb. 1 as mgr. of the Farmers Elvtr. Co.—S. J. Kennedy, Rochelle.

Wrights, Ill.—L. H. Raffety is pres., E. H. Trabue, vice-pres., Geo. W. Wright, sec'y-treas., and I am mgr. of the Farmers Elvtr. Co.—G. V. Scott.

Gridley, Ill.—George P. Davis, of Bloomington, succeeded the Coyle Grain & Coal Co. and opened for business Feb. 21. I am mgr.—J. P. Guingrich.

Pisgah, Ill.—The Farmers Elvtr. Co. has let contract for an office and store room, in connection with its recently acquired elvtr., to be completed by Mar. 1.

Jamaica, Ill.—The recently organized Farmers Elvtr. Co. incorporated; capital stock, \$12,000; incorporators, K. E. Rowland, James Hart and others.

St. Joseph, Ill.—I will take possession Mar. 1 of the elvtr. on the Big Four R. R. which I recently purchased from Simpson & Perry.—J. A. Gilles, Pesotum.

Marseilles, Ill.—Henry Daggett, of Mazon, is now in charge of the books of the Lewis Grain Co., which recently took over the elvtr. of the Bruce Grain Co.

Sullivan, Ill.—It has not been decided definitely whether or not the elvtr., operated as the Sullivan Elvtr. Co., which burned Jan. 9, will be rebuilt.—A.

O'Fallon, Ill.—The Chas. Tiedemann Mlg. Co. will install new machinery and repair the present grinding machinery in its elvtrs. at Collinsville and this place.

Platt siding (Bement p. o.), Ill.—The Bement Grain Co. has built an up-to-date elvtr. at this station, which is 3 miles east of Bement. Frank Price is in charge.

Missal, Ill.—We have let contract for the rebuilding of our elvtr. to Saathoff & Amacher. Work will begin about Mar. 10.—H. E. Crum, mgr. Farmers Grain Co.

Rockford, Ill.—The Coppins & Lange Flour & Feed Co., which let contract for a 50,000-bu. elvtr. last October, is now having the machinery installed in its plant.

Palmer, Ill.—Wm. H. Clark, mgr. Farmers Grain Co., has announced his candidacy for re-election as member of the Democratic state central com'te from his district.

Harrisville, Ill.—Robt. Dresser has purchased the elvtr. of W. C. Ollman and will take possession Mar. 1, when Mr. Ollman will move to Rockford.—S. J. Kennedy, Rochelle.

Panola, Ill.—The elvtr. of the El Paso Elvtr. Co. will be in charge of M. A. Johnson after Mar. 1, the company transferring him from its elvtr. at Enright sta. (El Paso p. o.).

Mazon, Ill.—M. H. Cooley, mgr. of the Farmers Elvtr. Co. at Reddick, has bot the elvtr. of the J. C. Tobey Co. He will retain his interest in the elvtr. at Reddick and will employ a mgr. here.

Rumpler sta. (Ogden p. o.), Ill.—The elvtr., under construction for Frank Supple, of Bloomington, is practically completed and will be in charge of Ernest Varney. Mr. Supple will also build a residence and store, which Mr. Varney will also manage.

Winnebago, Ill.—The elvtr. of the Winnebago Produce & Supply Co. will be sold by order of the stockholders of the company. The affairs of the company were placed in the hands of a receiver some time ago when the mgr. embezzled \$12,000 of its funds.

Glenavon, Ill.—The Horner-Outlaw Grain Co., of Saybrook, has bot the elvtr. formerly owned by J. J. Stack. It will probably be operated by H. M. Lott. A private telephone line has been installed, connecting the company's elvtrs. at this place and Saybrook.

Peoria, Ill.—The following memberships in the Board of Trade have been transferred: From W. S. Reyburn to Guy H. Reyburn, G. H. McHugh to A. C. McKinley, L. L. Hyde to G. H. McHugh, and the estate of I. W. Donmeyer to Geo. H. Kruse.—John R. Lofgren, sec'y.

Beardstown, Ill.—Work has been resumed on the elvtr. and mill of Schultz, Baujan & Co. here as the warmer weather permits of concrete being poured. The elvtr. will have a capacity of 65,000 bus. and the mill will turn out 500 bbls. daily. Machinery for the elvtr. has not yet been purchased.

Loxa, Ill.—A. J. McComas, stock dealer, has leased a site of the Big Four R. R. right-of-way and will build an elvtr., at a cost of \$4,000, as soon as the weather permits. The office will be in the same building and the driveway will be made lower than the average to facilitate unloading grain. New machinery and equipment will be purchased.

Peoria, Ill.—The largest receipts in the history of this market were reported Feb. 19 for the week just closed. More than 2,000,000 bus. was received, compared with 608,500 bus. a year ago. Corn headed the list with 1,710,000 bus. and oats came next with 252,000 bus. On Feb. 14 receipts were 450 cars, which is the largest number of cars ever received here in a single day.

Dana, Ill.—The Dana Farmers Elvtr. Co. bot suit Feb. 10 against Jas. E. Bennett & Co., members of the St. Louis Merchants Exchange and Chicago Board of Trade, to recover \$7,500 lost in transactions on the Board of Trade. Bennett & Co. had been led to believe that Clayton F. Coons, mgr. for the Farmers Elvtr. Co. had full authority to make such transactions, the president of the company having so stated in the hearing of several persons, and the treas. of the company, Geo. Klendworth, having also stated that Coons had full authority. Mr. Klendworth, in fact, had made personal trades thru Bennett & Co. Bennett & Co., are satisfied that the directors of the company at all times knew of the trades made by Coons and are at a loss to understand why they should not stand back of his sales. The grain elvtr. of the company burned July 6, 1914, and the directors had Coons arrested for embezzlement Aug. 31, but he got out on bond and has disappeared. It is thought some of the records were burned. As it has not yet been reported that the bonding company which was surety for Coons has made good his alleged embezzlement it is likely the bonding company's investigations have shown Coons to have been fully authorized.

Pesotum, Ill.—I was managing the business of Davis, Burton & Gardiner but resigned Feb. 20 and will take possession Mar. 1 of the elvtr. which I purchased from Simpson & Perry at St. Joseph.—J. A. Gilles.

Alworth sta. (Winnebago p. o.), Ill.—Lester Bowman has bot an elvtr. at this station. He will resign as mgr. of the White Rock Elvtr. Co. at Kings and take possession here on Apr. 1.—S. J. Kennedy, Rochelle.

Adair, Ill.—We have been remodeling and repairing our 30,000-bu. elvtr. by raising the elvtr. legs, installing a new Hall Distributor, new spouting and moving our automatic scales to a more efficient point for loading. We are also preparing our elvtr. for the installation of motor power.—Geo. W. Cole Grain Co.

Glasford, Ill.—Cloyd Kingsley, 8 years of age, was whirled to death on a shaft in the elvtr. of the Farmers Lumber & Grain Co. He was playing, Feb. 5, with his brother, Vernon, aged 6 years, in the elvtr., and got too close to the shaft, leading from the engine room to the elvtr. proper, which is exposed. His overcoat was quickly caught up by the rapidly revolving steel and his body drawn up to it. He screamed for help and Vernon ran to the engine room. Meanwhile the shaft, which revolves at the rate of 100 turns a minute, was carrying the boy's body round and round and beating his legs and arms against the ground. The engine was stopped within 2 minutes, but not until the little fellow's legs and arms were broken and mangled. The roads were in bad condition and it was necessary to wait several hours for the train to bring him to a hospital. He died Feb. 6.

## CHICAGO NOTES.

Julius Hoffman, formerly with Lamson Bros. & Co., has gone with Adolph Kempner Co.

Six memberships in the Board of Trade changed hands last week at \$4,200 net to the buyer.

Driers in the Chicago elvtrs. are running night and day making No. 4 and 5 corn into contract grades to go into store.

Concrete work on the new elvtr. of the Armour Grain Co. will be resumed on Mar. 10. It was discontinued Dec. 10 on account of cold weather.

The amendment to the rules of the Board of Trade to provide for trading in corn and oats in lots of less than 5,000 bus. was defeated by a vote of 206 to 181.

Col. H. M. Kidder, who joined the Board of Trade 35 years ago, has posted his membership for transfer. He was never a large trader and will retire on account of failing health as he is 72 years of age.

The recently incorporated Chicago Grain Co. has let contract for the remodeling of an old elvtr. at Cragin to the Burrell Engineering & Construction Co. New machinery will be installed and the house will be made up-to-date.

Chicago eastbound roads will not accept corn for transfer thru their elvtrs. that contains an excessive amount of moisture. Should any of this corn be ordered to eastern roads' elvtrs. for transfer, it will be at owner's risk of any loss.—J. S. Brown, manager Transportation Department, Board of Trade.

Contributions for sufferers from flood devastation in Arkansas will be received by a com'te of members of the Board of Trade, appointed by Pres. J. P. Griffin, which includes the following: E. A. Nickells, J. H. Jones, C. H. Sullivan, H. B. Shaw, C. H. Re Qua, F. B. Rice, W. N. Eckhardt, J. M. McClean and Stuart Logan.

All the eastern railroads have given notice that they will not accept low grade, high test corn for transfer, as the process is too slow and expensive. They will only accept such corn for shipment at owner's risk. This means that much of this poor corn will have to be sold on destination weights to points scattered over the central west, as Chicago has more than she can handle.—W. H. Perrine & Co.



E. Lowitz, for many years a broker in grain for future delivery, who started a cash grain department a few years ago, has now made his first venture in the private wire field by leasing a wire to Springfield, Ill., with G. J. Bronaugh in charge.

The New York Central R. R. (formerly L. S. & M. S. Ry. and C. I. & S. R. R.), effective March 22, 1916, has published demurrage rules covering inspection and reinspection of grain, which rules are the same as those published by the western roads generally in October, 1915. The present demurrage rule of the New York Central R. R. covering inspection of grain provides that the 24 hours free time will run from the first 7 a. m. after notice to consignee, and this rule has been changed to provide that the free time will be computed from the first 7 a. m. after initial inspection by the Illinois State Grain Inspection Department.—J. S. Brown, mgr. Transportation Dept., Board of Trade.

Monroe W. Smith, Wm. E. Isbister, Wm. B. Anderson, Harry F. Bickmann, Clarence L. Graff, Miner Thos. Ames, Jos. Rowan, Henry C. Wilson, John W. Barrell and L. M. Stein have applied for membership in the Board of Trade. C. B. Dicks has applied for reinstatement to membership. Wm. B. Stowers, of Kansas City, Mo., Lee D. Hollinger, Chas. C. Kenshaw, Orville C. Wetmore, Bert A. Davis and H. Stephen Gelderman have been admitted to membership and the memberships of Col. Henry M. Kidder, Chas. R. Leonard, John M. Tenbosch, Nathaniel H. Morrison, Martin Stephenson, Clayton L. Carter, Ira C. Ketcham, Chester E. Clapp and the estate of Jas. Kidston have been posted for transfer. Memberships are quoted at \$4,200 net to buyer.

The Supreme Court of Illinois on Feb. 4 denied the estate of John Gambon a rehearing of the suit against Rosenbaum Bros., holding in favor of the defendant and reversing the decision of the Appellate Court. Gambon was killed by the fall of the roof of a grain elevator tank under construction by the Seckner Co. The city building department required the plans to be altered so as to require two 2-inch truss rods under each of the two I-beams upon which the roof rested, instead of one 1½-inch rod, as the original plans provided. The permit was issued and the construction proceeded, but instead of the two 2-inch truss rods required by the plans approved by the building department only one 1½-inch rod was used, as required by the original plans, and in consequence of the insufficient support of the roof it fell. The court held that defendant was warranted in presuming that the Seckner Co. knew what was required, and that the Seckner Co. was an independent contractor, hence that the firm of Rosenbaum Bros. was not liable.

## INDIANA

Hobbs, Ind.—The Hobbs Grain Co. has been dissolved.

Dale, Ind.—The Wallace Mfg. Co. will improve its plant in the spring.

Pinola, Ind.—C. H. Johnston & Sons have built a flour mill adjoining their elvtr.

Larwill, Ind.—George Ream, prop. of the elvtr. here, has purchased a large farm.

Coal City, Ind.—I expect to return to the grain business this fall.—Edward E. Shaw.

Indianapolis, Ind.—The Merchants Stock & Grain Co. has filed preliminary certificate of dissolution.

Waveland, Ind.—Frank Butz, of Ockley, is mgr. of the Newton Busenbark Elvtr. Co. since Ed. Hodgkin left.

Lafayette, Ind.—The Imperial Corn Product Co. is out of business.—J. T. Higgins, of Higgins-Anderson Grain Co.

Bentonville, Ind.—Henry Bowen, in the elvtr. business here, on Feb. 14 was married to Miss Mary Hill, of Arba.

New Haven, Ind.—Rice Cereal & Mfg. Co. incorporated to maintain and operate grain elvtrs.; capital stock, \$100,000; incorporators, A. C. Gladieux, Fred Eckart and others.

Wabash, Ind.—Jacob R. Bruner, who built a warehouse and conducted a grain business here for many years, died Feb. 16.

Churubusco, Ind.—The recently organized Farmers Elvtr. Co. will buy or build an elvtr. soon.—Arcola Equity Exchange, Arcola.

Effner sta. (Sheldon, Ill., p. o.), Ind.—Ed. Lühring has resigned as mgr. of the Farmers Elvtr. Co. and will move to Fostoria, O.

Jamestown, Ind.—Farmers Elvtr. Co. incorporated; capital stock, \$25,000; incorporators, Geo. W. Groves, David H. Shockley and others.

Darlington, Ind.—The Farmers Elvtr. Co., which was organized last fall, will be incorporated and work on an elvtr. will be started soon.

Bourbon, Ind.—Fire was discovered Feb. 8 in the corn drying room of the elvtr. of the E. E. Delp Grain Co. and was extinguished without serious loss.

Mardenis sta. (Huntington p. o.), Ind.—The newly organized Farmers Elvtr. Co. has done nothing so far regarding an elvtr. here.—Weber & Purviance, Huntington.

Darlington, Ind.—The 100-ft. smokestack on the elvtr. of the Farmers Grain & Seed Co. collapsed without warning, but fortunately no one was injured. This is the second smokestack which has fallen during the past year.

Lafayette, Ind.—The new elvtr. of Born & Co. is rapidly nearing completion and the machinery will be installed soon so that grain can be received about Mar. 1. It is situated on a spur track from the New York Central Ry.

Evansville, Ind.—The Evansville Hay & Grain Co. sustained a loss of about \$1,000, covered by insurance, when water used to extinguish a fire in an adjoining building, soaked thru the fire walls and damaged a quantity of grain and hay.

Argos, Ind.—I expect to do some repairing and painting and will possibly install new machinery in the elvtr. I recently purchased from R. A. Kuhn. I expect to handle grain, all kinds of seeds, feeds, flour, cement and coal.—C. H. Grube.

Indianapolis, Ind.—Membership in the Board of Trade has been granted to Harry H. Bingham and F. N. Hartwell, Louisville, Ky., C. W. Urmston, Buffalo, N. Y., A. E. Reynolds, Crawfordsville, A. B. Cohee, Frankfort, O. L. Montgomery, Wm. W. Piel and Wm. H. Abraham, of this city.

Lapel, Ind.—Oliver C. Shetterly, senior partner of the firm of Shetterly Bros., had the ligaments of his right shoulder torn loose Feb. 2. He was putting the belt on a pulley on the corn elvtr. when his right hand was caught between the belt and pulley and jerked around the wheel with great force. A similar accident happened to him 3 years ago.

Mt. Comfort, Ind.—We have bot the elvtr. of the Mt. Comfort Grain Co. and will double the capacity of it, using the same machinery with the addition of new cleaners, grinders and other necessary equipment. We expect to begin work about Apr. 1. We also have an elvtr. at Fishers which we remodeled and enlarged materially last fall. Our residence is at Fortville.—J. A. McComas, Fortville.

Indianapolis, Ind.—The Indiana Public Elvtr. Co. has been incorporated with a capital stock of \$500,000. F. M. Montgomery, grain dealer, is a director. Plans are being made for a giant up-to-date elvtr. to be located on the Belt Ry. on the east side of Indianapolis. It will be built on a unit basis, the first unit designated as Elvtr. "C," having a storage capacity of 500,000 bus. and with daily transfer accommodations for 200 carloads of grain. Electricity will be used for power to reduce the fire hazard. The elvtr. will be equipped for providing all service incidental to grain storage, such as drying, cleaning, blowing, mixing and clipping. The plans provide that the first unit will take care of additional double tank units up to 1,000,000 bus.

## IOWA

Riverton, Ia.—Farmers are organizing an elvtr. company.

Cascade, Ia.—We operate the only elvtr. here.—League Lumber Co.

Gowrie, Ia.—T. J. Harvey contemplates the erection of a new elvtr.

Yarmouth, Ia.—An elvtr. has been erected here by J. W. Stromberg.

Blanchard, Ia.—The Blanchard Mfg. & Elvtr. Co. has installed a 50-bbl. mill.

Gilbert, Ia.—A. Jacobson has been retained as mgr. of the Gilbert Grain Co.

Audubon, Ia.—Royal Petty was hurt recently at the elvtr. of the Johnson Grain Co.

West Chester, Ia.—H. W. Luers & Co. have installed an automatic scale in their elvtr.

Dougherty, Ia.—Leo Gary has resigned his position with the Independent Grain & Lumber Co.

Hurley sta. (Rockwell p. o.), Ia.—I am mgr. of the Farmers Incorporated Society.—W. H. Geer.

Essex, Ia.—The erection of an elvtr. in the near future is planned by the Farmers Shipping Ass'n.

Humboldt, Ia.—I am now mgr. of the Farmers Co-operative Co. here.—Geo. O. Strom, Schaller.

Hubbard, Ia.—B. P. Greenfield has been retained as mgr. of the Farmers Elvtr. Co. for another year.

Rockwell City, Ia.—A new elvtr. will be built here by the Farmers Elvtr. Co. according to report.

Rake, Ia.—Joe Larson has succeeded Elmer Brooker as agt. of the Kuehl-Lammers Grain & Coal Co.

Sioux City, Ia.—An office has been opened here by Manley Brown, representing Rumsey & Co., of Chicago, Ill.

Kirkman, Ia.—Frank Rutherford, of Harlan City, is now grain buyer for the Farmers Grain & Mercantile Co.

Maxwell, Ia.—The safe at the office of the Farmers Grain Co. was broken open Feb. 12 and \$16 in cash taken.

Aurelia, Ia.—C. De Vries has been retained as mgr. and Geo. Brooks as ass't mgr. of the Farmers Elvtr. Co.

Miller, Ia.—The Hubbard Grain Co., of Mason City, has purchased the elvtr. and other business of the Miller Supply Co.

Sioux City, Ia.—N. B. Updike, of Omaha, Neb., is reported to be contemplating the erection of a large terminal elvtr. at this city.

Alden, Ia.—We have bot a 6-ton scale with a type registering beam for our central elvtr.—W. J. Hager, mgr. Farmers Elvtr. Co.

Oran, Ia.—I bot the only elvtr. at this station some time ago. It has a capacity of 10,000 bus.—A. W. Lehmkuhl, mgr. Stanley R. Smith.

Sloan, Ia.—Bertel M. Stoddard, of B. M. Stoddard & Son, grain dealers, has announced his candidacy for nomination as state senator.

Sioux City, Ia.—W. H. Moore will be in charge of this office of our company, which has opened offices at Omaha, Neb.—Leopold Hoese Grain Co.

Lanesboro, Ia.—Jas. Butrick will succeed Herbert Clark on Mar. 1 with the Farmers Elvtr. Co. The company has bot a new engine for its elvtr.

South English, Ia.—O. K. Morrison has been retained as mgr. and W. B. Robins as ass't mgr. of the Farmers Grain & Lumber Co. for the coming year.

Athelstan, Ia.—The Shannon Grain Co. is the only company engaged in the grain business at present. McClelland & Grace are out of business here.—X.

Cedar Rapids, Ia.—The annual meeting of the Western Grain Dealers Ass'n will be held in this city during the month of April. The date has not been set.



Alexander, Ia.—The south elvtr., owned by C. H. Miller, containing 2,000 bus. of oats and other grain, burned Feb. 10. The north elvtr. caught fire, but the blaze was quickly extinguished.

Charlotte, Ia.—I bot out the Charlotte Coal & Grain Co. last year and am operating under that name. The business of the Charlotte Coal & Grain Co. at Petersburg has been dropped.—H. Schumacher.

Cheney sta. (Brandon p. o.), Ia.—The Farmers Grain Co. has sold its elvtrs. at Cheney and this place and also its lumber and coal business to Messrs. Hatch & Brookman, of Central City. Possession will be given Mar. 1.—A. T. Giese, mgr.

Chapin, Ia.—This station has 3 elvtrs. The Farmers Elvtr. Co. operates one and the Bowles, Killings, Kessler Co. has leased the recently acquired elvtr. of Fred Webster and is managing it in addition to its own house.—X.

Hardy, Ia.—The recently organized Farmers Elvtr. Co. incorporated; capital stock, \$20,000; incorporators, Lewis Save-rude, pres., W. S. James, sec'y, and others. The company will either purchase the elvtr. already here or buy a site and build a new house.

Melvin, Ia.—Chas Huck, agt. of the Davenport Elvtr. Co., and L. Katt, while unloading grain at the elvtr. recently, were rendered unconscious when a wheel, on the top of the wagon that was being emptied into a pit, fell off and struck them on the head.

Sioux City, Ia.—H. H. Gear, chief inspector of the Board of Trade, instructed about 150 members of the Farmers & Breeders Ass'n Feb. 18 on the moisture test, germination test and grading and sampling of cars of grain coming into Sioux City.

River Sioux, Ia.—The farmers, who are organizing an elvtr. company here, have secured enuf money to proceed to select a site and contract for the erection of the elvtr. later in the season. J. A. Perley has been elected pres., and Raymond Oustott, sec'y, of the company.

Dike, Ia.—Tim H. Lines, who has been employed at the elvtr. of John Frerichs, Jr., for several years, has purchased the elvtr. for \$7,000 and will operate as Billman & Lines with Geo. Billman as his partner. Mr. Frerichs has engaged in a different line of business.

Britt, Ia.—Having bot the interest of my partner, Mr. Rawson, Jan. 1, in the 20,000-bu. iron clad cribbed elvtr. completed the first of December, I am now sole owner. Equipment includes automatic scales, man-lift, a 10-h. p. electric motor and other up-to-date machinery.—H. H. Mullin.

New Sharon, Ia.—The Farmers Elvtr. Co. has just completed its 20,000-bu. up-to-date elvtr. Equipment includes a Philip Smith Corn Sheller and Cleaner, automatic scale, a 15-h. p. and 10-h. p. General Electric Motors. The Newell Construction Co. had the contract.—D. L. Ray, sec'y-mgr.

Brooks, Ia.—Marcus Norcutt lighted his cigar in the grain office of Norcutt & Strain, Feb. 11, threw the match on the floor, and after closing the door, went to the elvtr. for a few minutes. When he returned the office was filled with smoke and 2 small holes were burned in the floor. He found that he had thrown the lighted match in an old sack lying by the stove, causing the fire, which was quickly extinguished.

Coburg, Ia.—McGreer Bros. are remodeling their elvtr. and increasing the storage about 50%. They are also adding a new double stand of rolls, cracked corn separator and grader and are fitting their plant up for manufacturing chicken feed and other kinds of ground feed. In addition to this they are adding machinery for cleaning and grading seeds. A fireproof power house will be built, and the entire plant will be equipped with other up-to-date machinery. The R. M. Van Ness Construction Co. has the contract.

## KANSAS

Bison, Kan.—The Farmers Union has bot the elvtr. of Jones & Foos.

Arnold, Kan.—New elvtrs. have been opened at this station and at Shields.

Agenda, Kan.—The Agenda Mlg. Co. has installed a Van Ness Roller Bearing Man-lift.

Iola, Kan.—The elvtr. of the Newton Mlg. & Elvtr. Co. is now in charge of Willis Perea.

Bronson, Kan.—We own the only elvtr. at this place.—W. H. Noble, mgr. Noble Grain Co.

Coldwater, Kan.—The Millers Grain Co. has decided to start work at once on a flour mill.

Scandia, Kan.—Fred Mosher, of Rexford, has bot the elvtr., on the C. R. I. & P., from John Botts.

Muscotah, Kan.—Calvert & Bevan have installed a Van Ness Roller Bearing Man-lift in their elvtr.

La Harpe, Kan.—F. L. Raymond, of Petrolia, has bot the elvtr. of the Dickinson Bros. Grain & Hay Co.

Macksville, Kan.—We are about to rebuild or thoroughly remodel our elvtr.—Farmers Co-operative Ass'n.

Ray, Kan.—The Farmers Grain & Supply Co. has recently installed a Van Ness Roller Bearing Manlift in its elvtr.

Talmage, Kan.—The Farmers Elvtr. Co. has installed a Richardson Automatic Scale with a type registering beam.

Rago, Kan.—The Rago Grain & Mercantile Co., which was organized last summer, has been discontinued.—P. M.

Sedgwick, Kan.—The Gingrass Elvtr. Co. has let contract for the remodeling of its buildings to the White Star Co.

Topeka, Kan.—Josiah Pierson Griswold, of the Shawnee Mlg. Co., operating of an elvtr., died Feb. 20, aged 73 years.

Burlington, Kan.—We are not building an elvtr. and do not contemplate the erection of one soon.—Farmers Supply Co.

Arkansas City, Kan.—The Arkansas City Mlg. Co. has installed 8 Richardson Automatic Scales in its elvtrs. at different points.

Missler, Kan.—This station has 2 elvtrs., one operated by E. A. Twist and the other by our company.—Co-operative Equity Exchange.

Stuttgart, Kan.—Kistner & Weinman have leased the elvtr. from the Stuttgart Elvtr. Co. for the coming year.—A. G. Weinman, mgr.

Hanston, Kan.—The Farmers Grain & Supply Co. has leased the elvtr. of the Rock Mill & Elvtr. Co. as its own elvtr. burned Jan. 26.

Ensign, Kan.—We are operating the elvtr. which we bot from W. P. Kleisen last July.—G. W. Smith, mgr. Farmers Grain & Supply Co.

St. Francis, Kan.—We will build an elvtr. some time during the coming summer, but have not decided on what size or kind.—Josiah Crosby & Son.

Fellsburg, Kan.—Laird & Gibson have a 15,000-bu. elvtr. under construction and the Fellsburg Equity Exchange has completed a 25,000-bu. house.—X.

Esbon, Kan.—C. M. Isom, of Lebanon, has made extensive repairs in his elvtr. at this place. The R. M. Van Ness Construction Co. did the work.

Herington, Kan.—The erection of an elvtr. is considered by C. E. Shepherd. Work will be started on it in the spring if the proposed flour mill for this place is not built.

Cedar Point, Kan.—A large up-to-date elvtr. will be built by the R. E. Hall Lumber Co., at this station, on the Santa Fe east of Florence. Work will be started in a short time.

Atchison, Kan.—The Cain Mlg. Co., whose elvtr. burned Dec. 6, will install scales soon. Work will be started in the spring on a new elvtr. to replace the burned house.

Vine, Kan.—No elvtrs. are located at this place. I buy grain on track.—Eany Kelly.

Council Grove, Kan.—The name of our company is the Council Grove Grain Co.—J. P. Fisher, mgr.

Hope, Kan.—This station has 2 elvtrs., one of which is not in operation. W. W. Musick and our firm are not in the grain business here at present.—H. E. Bowers, of Strickler & Beckner.

Croft, Kan.—G. L. Bunsold & Co. now own the elvtr. formerly owned by J. R. Clark and operated by Barney Dinkins. We own the other elvtr. here.—E. E. Batt, agt. Arkansas City Mlg. Co.

Belaire, Kan.—C. M. Isom, of Lebanon, has installed a new Western Discharge Sheller and has done some general overhauling in his elvtr. The R. M. Van Ness Construction Co. did the work.

Bucklin, Kan.—The Co-operative Elvtr. Co. is making plans for a 20,000-bu. elvtr. to be built in the spring. Improvements have recently been made in the company's present elvtr. by the White Star Co.

Lebanon, Kan.—The Lebanon Mill & Elvtr. Co. has installed a Western Fan Discharge Sheller and made extensive repairs in its elvtr. and mill. The R. M. Van Ness Construction Co. did the work.

Satanta, Kan.—The foundation is now being laid for the new elvtr. for which the Hugoton Elvtr. & Warehouse Co., of Hutchinson, recently let contract. Work on the superstructure will be started at once.

Norris sta. (no. p. o.), Kan.—The Farmers Elvtr. Co., of Belpre, has let contract for a new elvtr. at this station, which is on the Anthony & Northern, 4 miles from Fellsburg. The White Star Co. has the contract.

Amy, Kan.—The Kansas Flour Mills Co., of Wichita, operates the only elvtr. here and I have been buying grain for this company since Dec. 1, 1914. The elvtr. was remodeled and an automatic scale installed last summer.—Jos. M. Shull.

Collyer, Kan.—Jones & Borah sold their elvtr. last summer to the Farmers Ass'n and it is now operated under the name of the Trego County Co-operative Ass'n. We operate the other elvtr. at this place.—V. L. Mader, of Wheatland Elvtr. Co.

Beloit, Kan.—The Mitchell County Farmers Union has overhauled its elvtr. and has installed new elvtr. legs, a Van Ness Manlift, Overflow Distributor, and other extensive improvements. The R. M. Van Ness Construction Co. did the work.

Chapman, Kan.—The statement in different journals that the Chapman Mill & Elvtr. Co. had been sued on notes, is incorrect. We never have been sued. The mill makes good flour, runs 14 hours per day and business is good.—A. M. Miller, mgr.

Clearwater, Kan.—The 4 elvtrs. at this station are operated by the Arkansas Mlg. Co., T. J. McCredie & Son, A. B. Schroyer Elvtr. & Oil Co., which succeeded T. J. McLaughlin, and our company.—Wm. Rosencrans, sec'y Farmers Elvtr. & Supply Co.

Canton, Kan.—This station has 4 elvtrs., 3 of which are in operation. The Farmers Grain & Supply Co. operates one, the Canton Mlg. Co. another, and I own and operate the Canton Elvtr. Frank Hill never owned or operated an elvtr. at this place.—Frank A. Kile.

Ford, Kan.—The Ford Equity Exchange has purchased the elvtr. of J. B. McClure which it will operate in connection with its own elvtr. to take care of its increased business. It also operates an elvtr. at Wil-roads, all under the same management.—L. R. Pease, mgr.

Great Bend, Kan.—The Walnut Creek Mlg. Co., which suffered the loss of its plant thru a cyclone recently, has placed a contract for a new elvtr. and mill, the buildings to be of reinforced concrete construction. The Moses Bros. Mill & Elvtr. Co. has let contract to the Macdonald Engineering Co. for the rebuilding of its elvtr., mill, warehouse and power plant, which were destroyed at the same time.



Whiteside sta. (Hutchinson p. o.), Kan.—Lawrence Smith has succeeded Chas. Chase, who recently resigned, as mgr. of the Whiteside Equity Exchange and moved to Hutchinson.

Winfield, Kan.—E. J. Smiley, sec'y of the Kansas Grain Dealers Ass'n, conducted a local meeting here on Feb. 17, the first of a series to be held in different sections of the state. He will discuss the features of bills pending in congress which concern the grain dealers.

Larned, Kan.—Perry S. White, head of the White-Fox Grain Co., which failed recently, has gone to Canada. He says that he hopes to get work with a grain company to earn enuf money to buy a farm there on which he will grow wheat to pay back every cent of the \$20,000 he owes.

Sterling, Kan.—W. J. McFarland, supt. of the International Mills, operating an elvtr. and mill here, had his clothing caught in a shaft at the plant recently. He managed to hold to a post, until the clothing was torn from the upper portion of his body, and thereby escaped injury.

Cimarron, Kan.—The recently incorporated Farmers Grain Co. has taken over the 10,000-bu. elvtr. of J. B. English and will enlarge it in the spring. Feed and coal will be handled as well as grain. J. B. Rixon, formerly in the grain business at St. John and Wellsford, is mgr.

Herington, Kan.—W. A. Mears, of Wichita, and C. H. Hughes, of Kansas City, have bot the elvtr. of S. F. Hacker and will operate under the name of Mears & Co. Mr. Mears, who was formerly in business at Enterprise, will be in active charge, and Mr. Hughes will keep his position he now holds as traveling salesman.

Varner, Kan.—Equipment for the 15,000-bu. iron clad elvtr., which we will build here, includes a cleaner, 600-bu. automatic scale, 15-h. p. engine, grinder and other up-to-date machinery. G. C. McCutchen is pres., E. E. Johnson, vice-pres., and R. A. Collins, sec'y, treas. and mgr., of our company.—Varner Grain & Mercantile Co.

Kensington, Kan.—Henry Dickhoff has succeeded B. E. Vessey as mgr. of the Home Grain Co., effective next July. Mr. Vessey, who has been in charge for 20 years, resigned on account of his wife's illness. We will build a fireproof boiler room next summer and may put up more storage bins.—C. N. Rogers, of Kensington Mill Co.

Hutchinson, Kan.—A new concrete terminal elvtr. with a working capacity of 50,000 bus. and a storage capacity of 200,000 bus., will be built in the summer by a corporation composed of several farmers elvtr. companies of Kansas. It will be operated on the same plan as the Equity Commission Co., the sales agency of these companies.

Great Bend, Kan.—We have not done any wrecking, following the tornado of Nov. 10, but expect to do so in the spring. The top line of elvtrs. came down all right and we think neither line shaft or pulleys are broken. The greater part of the machinery we think is not damaged. The 60,000-bu. elvtr., connected with our mill, was wrecked but the plant and engine are in good condition. We will not rebuild.—G. H. Hulme.

White City, Kan.—R. M. Shepherd, of Herington, is building an up-to-date elvtr. on the Rock Island R. R. The building will be of studded construction, iron clad, and supported on a concrete foundation. Equipment will consist of a 4-ton wagon scale, with steel frame and compound beam, a 1,000-bu. Richardson Automatic Scale, one elvtr. leg, Van Ness Roller Bearing Man-lift Distributor, and a 10-h. p. oil engine. The R. M. Van Ness Construction Co. has the contract for the elvtr. which will be ready in a short time.

#### WICHITA LETTER.

The J. R. Harold Grain Co. has purchased a new carpet for its office.

John Harold, of the J. R. Harold Grain Co., will build a residence, in the spring, which will cost about \$10,000.

We installed a new clipper in our plant recently which enables us to turn out twice the amount of grain we did before.—Wallingford Bros.

Jas. H. Sherman, sec'y of the Wichita Board of Trade, was a member of the sub-com'te on uniform B/L at Chicago recently, and worked to perfect the suggestions made to the Interstate Commerce Commission.

The Wichita Board of Trade Feb. 15 instructed Ray Campbell, its attorney, to investigate the constitutionality of the Kansas State grain inspection law, believing that the law may be invalid for the same reason that the Supreme Court recently held the oil inspection law unconstitutional, on account of levying a revenue tax in excess of the cost of inspection. Chief Grain Inspector Ross paid into the state treasury last year \$35,000 earned by the inspection department in fees above expenses and salaries.

#### KENTUCKY

Franklin, Ky.—The capacity of the elvtr. and mill of the Electric Mill Co. will be increased.

Owensboro, Ky.—This market is doing less business than usual on account of distilleries not running to full capacity.—W. F. Rapier, of Rapier Sugar Feed Co.

Springfield, Ky.—J. F. Simms has bot the interest of E. S. Mayes in the grain and implement firm of McClure & Mayes. The business will be continued under the name of McClure & Simms.

Louisville, Ky.—A bill pending in the general assembly to make the weight of a bu. of shuck corn, not husked, 6 lbs. more than the statutory weight of corn in the ear, has been indorsed by the legislative com'te of the Kentucky Farmers Institute.

Frankfort, Ky.—A bill defining warehouse receipts and regulating issue thereof, a pure seed bill, a bill which would give the Kentucky Railroad Commission authority to regulate all railroad rates in this state, a workmen's compensation bill and a bill providing for the teaching of agriculture in the public schools are now before the State Legislature.

#### LOUISVILLE LETTER.

Bids will soon be received for the proposed reinforced concrete elvtr. of the Southern Elvtr. Co.

August Schneider, 72 years of age, a prominent grain and hay dealer of this city for 40 years, died this month. Several of his sons, who survive him, are engaged in the grain and hay business.

The Board of Trade and the Commercial Club have been consolidated under the charter and name of the Board of Trade. A campaign has been started to bring the membership to from 3,000 to 4,000 members. Grain men are pleased with the consolidation. A banquet, celebrating the merger, was held Feb. 19. Harry Bingham and Alfred Brandeis, grain dealers, and R. H. Menefee, formerly in the grain business, are on the new directorate.

#### LOUISIANA

New Orleans, La.—John T. Gibbons & Co. sustained a loss of \$300 by fire at its warehouse recently. The building is being razed and will be replaced by a new elvtr.

#### MARYLAND

Baltimore, Md.—Thos. A. Marshall has applied for membership in the Chamber of Commerce.

Baltimore, Md.—W. E. Harris, grain dealer, his wife and son were painfully injured Feb. 12 when the automobile in which they were riding turned turtle near Elkton. They were taken to a hospital there and their injuries reported not serious.

#### MICHIGAN

Coopersville, Mich.—M. Durham has installed a feed grinder in his elvtr.

Colling, Mich.—Farmers are considering forming a company to operate an elvtr. here.

Lamb, Mich.—The Farmers Elvtr. Co. has increased its capital stock from \$5,000 to \$7,000.

Pierston, Mich.—Chas. Sawtell and A. F. Petrie have bot and taken possession of the elvtr. of W. L. Harvey.

Dundee, Mich.—Burglars entered the elvtr. of the Michigan Mlg. Co. recently and made away with \$88.88.

Kalamazoo, Mich.—The Johnson-Howard Co. is not interested in the grain business. It retails hay, flour and building material.

Onsted, Mich.—Chas. A. Des Ermia has sold his interest in the grain business of Onsted & Kerr to the other members of the firm.

Orion, Mich.—Howland & Jossman will move their recently acquired elvtr. at Milford to this place about Apr. 1. It will have a capacity of 10,000 bus.

Oxford, Mich.—Jerry Bartholomew, who formerly managed the elvtrs. at Romeo, Leonard and other places, is now in charge of the elvtr. of Jossman & Howard.

Kent City, Mich.—Claude Jones, of Hart, has purchased D. H. Cloud's interest in the Kent City Produce Co. The company expects to begin the erection of a bean elvtr. soon.

St. Clair, Mich.—We are trying to get a railroad into our mill, and if we succeed, will build an elvtr. at once. We are badly handicapped for shipping in the winter.—St. Clair Mlg. Co.

Union City, Mich.—The Michigan Central Elvtr., operated by the Pears-East Grain Co., containing 10,000 bus. of oats, 1,000 bus. of rye and 2,000 bus. of wheat, was destroyed Feb. 18 by fire supposed to have originated in the gasoline engine used in the elvtr. The railroad freight house was also destroyed. Loss, \$10,000.

Watertown sta. (Sandusky p. o.), Mich.—Leslie Mellan has erected a 25,000-bu. grain elvtr. on the new Detroit, Bay City & Western R. R., equipped with grain and bean machinery and driven by gas engine. C. W. Lindke has gone into partnership with him for the present and they are now buying grain.—M.

#### MINNESOTA

Echo, Minn.—I am mgr. of the Echo Mlg. Co.—A. F. Koch.

Albany, Minn.—P. J. Nett is no longer in the grain business here.

Elmore, Minn.—The St. John Grain Co. is improving its elvtr. at this place.

Fairmont, Minn.—The Rippe Grain & Mlg. Co. has discontinued milling.

Le Sueur, Minn.—Farmers have organized and will buy or build an elvtr.

Clitherall, Minn.—I am mgr. of the Clitherall Grain Ass'n.—E. N. Nelson.

Empire, Minn.—I am now agt. of the Commander Elvtr. Co.—O. C. Zellmer.

Claremont, Minn.—I am now mgr. of the Brown & Conat Elvtr. Co.—D. A. Duncan.

Correll, Minn.—C. G. Johnson is now mgr. of the Farmers Elvtr. Co.—M. J. Mahoney.

Comfrey, Minn.—Chas. Sorensen is now agt. of the Springfield Mlg. Co.—Farmers Elvtr. Co.

Delavan, Minn.—The regular grain dealers here are Wm. Perrizo and myself.—W. M. Adams.

Cyrus, Minn.—The farmers held a meeting recently to discuss the rebuilding of their elvtr.

Alpha, Minn.—We increased the capacity of our elvtr. to 22,000 bus.—E. C. Starnes, mgr. Bowman Mill Co.

Beardsley, Minn.—A. H. Lyford is now agt. for Geier Bros., of Ortonville.—P. J. Ceyne, agt. Cargill Elvtr. Co.



Donnelly, Minn.—J. E. Lundquist is now agt. of the National Elvtr. Co.—L. F. Hodgson, mgr. Farmers Elvtr. Co.

Mountain Lake, Minn.—I am no longer in the grain business.—R. J. Kintzi, formerly mgr. Farmers Elvtr. Co.

Mapleton, Minn.—The recently organized Farmers Elvtr. Co. has bot the elvtr. of the Burns Elvtr. Co., of Wells, for \$3,750.

Appleton, Minn.—C. Stillwell is agt. of the Atlas Elvtr. Co. and I am agt. of the Northwestern Elvtr. Co.—L. A. Hagen.

Elkton, Minn.—I own and operate the only elvtr. here. The office will be painted and a new engine installed.—G. W. Eastman.

Belle Plaine, Minn.—The recently organized Farmers Elvtr. Co. has chosen Wm. Lueders as pres. and J. Theo. Bieder as sec'y.

Currie, Minn.—The Benson Grain Co. will probably build a new office to replace its old one, which was badly damaged by fire recently.

Barry, Minn.—E. Foss is agt. of the Baldwin Elvtr. Co. and W. F. Nash is agt. for Fred E. Gillette.—A. Olson, agt. Monarch Elvtr. Co.

Dovray, Minn.—The two elvtrs. at this station are operated by Theo. Paal and the Skewis Grain Co., of which I am agt.—H. S. Krueger.

Currie, Minn.—The Anchor Grain Co. has not operated its elvtr. during the past year and I am now agt. for the Benson Grain Co.—P. T. Kinney.

Revere, Minn.—The Farmers Elvtr. Co., P. A. Pederson, mgr., has purchased the elvtr. adjoining its present house, from the Revere Elvtr. Co.—M.

Brownston, Minn.—Mr. Beauhuff is now agt. of the Monarch Elvtr. Co. A former agt. is scooping grain here.—Isaac Cowie, agt. Columbia Elvtr. Co.

Benson, Minn.—The recently organized Benson Mill & Elvtr. Co. has been incorporated with a capital stock of \$100,000, of which \$75,000 has been paid in.

Lamberton, Minn.—Arrangements have already been made by the Farmers Elvtr. Co. for a new elvtr. to take the place of its building, which was burned Jan. 19.

Belview, Minn.—Reier Gryting, the Pacific Elvtr. Co., and our company, are the regular grain dealers here.—L. B. Seljevald, mgr. Farmers Grain & Fuel Co.

Cottonwood, Minn.—The Minnesota & Western Grain Co. sold its elvtr. last fall to Waltner & Decker. H. L. Oftedahl is their agt.—A. E. Anderson Elvtr. Co.

Kasota, Minn.—The Kasota Elvtr., recently taken over by the Gould Grain Co., of Minneapolis, is being put in first-class condition for the reopening of business.

Carver, Minn.—The recently organized Farmers Elvtr. Ass'n has applied to the M. & St. L. for a site on which to build an elvtr. as soon as the weather permits.

Morris, Minn.—G. W. Stewart has sold his elvtr., coal and flour business to a local company, headed by Geo. Johnson, who has charge of the elvtr. of the Cargill Elvtr. Co.

Hammond, Minn.—The Hunting Elvtr. Co. bot the elvtr. of the Western Elvtr. Co. last August and I am in charge. Geo. Funk is agt. for the R. E. Jones Co.—F. J. Ryan.

Mazeppa, Minn.—The Hunting Elvtr. Co. is operating the elvtr. of the Farmers Elvtr. Co. under lease with Carl Englehart in charge. I am agt. of the R. E. Jones Co.—Robt. D. Swift.

Truman, Minn.—The Farmers Elvtr. Co. has installed an electric motor for power in its Elvtr. No. 1 and will install a motor in its other elvtr. to handle the 1916 crop.—S. A. Bursell, sec'y.

Arlington, Minn.—W. O'Brien is agt. of the Pacific Elvtr. Co. and Mr. Reimers is mgr. of the Arlington Mfg. Co. The elvtr. of the Security Elvtr. Co. is not running. The Streissguth Elvtr. Co. did not rebuild its elvtr. which burned some time ago.—Bartley Hunt.

Canton, Minn.—We are sole elvtr. operators here, having bot out the Farmers Elvtr. Co. last spring. We now have a storage capacity of 50,000 bus.—H. H. Vail, agt. Milwaukee Elvtr. Co.

Danvers, Minn.—I have been in partnership with Fred Hallberg since last July, operating as Samuel Johnson & Co. The Atlas Elvtr. Co. has succeeded the Interstate Grain Co.—Samuel Johnson.

Alberta, Minn.—The Alberta Grain Co. has succeeded S. Stewart in the grain business here. It will be incorporated, but the names of the mgr. and officers are not known.—Geo. A. Johnson, agt. Cargill Elvtr. Co.

Lamberton, Minn.—Tom Masterson, mgr. of the Farmers Elvtr. Co., has temporary quarters where he is handling a little business for the company, whose elvtr. burned Jan. 19. The company contemplates letting contract for a fireproof brick elvtr. with a capacity of 40,000 bus.—M.

Chandler, Minn.—We have enlarged our office and made a few necessary repairs. New coal sheds will be built this season.—W. L. Callison, mgr. Farmers Elvtr. Co. There are 2 elvtrs. here now and only one of these is open for business. The Bennett Grain Co. closed its elvtr. Jan. 1.

Brown Valley, Minn.—F. A. Monroe was given judgment against G. W. Rehfeld, a farmer, by the Supreme Court of Minnesota, for damages on account of failure to deliver 10,000 bus. of wheat and 5,000 bus. of oats on a contract made just before the big advance in prices caused by the war. After contracting with the farmer Mr. Monroe had hedged by a sale thru a Duluth commission firm and the farmer's failure to deliver caused a heavy loss. The farmer's defense was that there was no written agreement, but the court held the evidence was sufficient to sustain the verdict giving Mr. Monroe judgment for commissions and margins advanced.

## DULUTH LETTER.

W. J. McCabe, of McCabe Bros. Co., and Geo. E. Robson, of Turle & Co., have recently left for Palm Beach, Fla.

A. G. Tanton has been admitted to membership in the Board of Trade and R. C. Schiller and Earl W. Eames have withdrawn from membership.—Chas. F. MacDonald, sec'y.

H. W. Hillier has been appointed mgr. of the office of the Hagen-Berg Co. at this city. Thos. Hagen will move to Minneapolis on Mar. 1 and will make his headquarters there.

Work on the new elvtr. of the Capital Elvtr. Co., which was started about two months ago, is progressing. The foundation is almost finished and work on the superstructure will be started soon. Barnett-McQueen Co. has the contract for the plant which will cost nearly \$400,000.

## MINNEAPOLIS LETTER.

Thos. Hagen, of the Hagen-Berg Co., will move his headquarters to this city Mar. 1.

The trading hall of the Chamber of Commerce will probably be moved to larger quarters.

We are planning to build a terminal elvtr. here at a near future date.—Bartlett, Frazier Co., Chicago, Ill.

H. B. Keith is now pit trader for Chas. E. Lewis & Co. He held a similar position with the Brown Grain Co. for several years.

The directors of the Chamber of Commerce held a meeting recently and decided to extend the same privileges to resident traveling solicitors as are now being granted to non-resident traveling representatives. They will be admitted to the exchange room on 6-day visitors' tickets.

The Soo Line will build a modern concrete elvtr. in this city, with capacity of 1,200,000 bus. The plant will be electrically operated and improved machinery is to be installed for cleaning, clipping, grinding and bleaching grain. The Thompson-Starrett Co., Chicago, has the contract, and the work will be done under the direction and in accordance with plans and specifications of R. H. Folwell.

The Minneapolis Grain Commission Merchants Ass'n recently adopted a resolution favoring the passage of the Moss bill for federal supervision of grain inspection.

To get milling, cleaning and storing in transit privileges on the basis of a thru rate in grain shipments over the C. M. & St. P. R. R. W. P. Trickett, a director of the Minneapolis Traffic Ass'n, and Jas. C. Andrews, chairman of the grain and milling division, had a conference with representatives of the railroad recently.

A decision has been rendered, by the probate court of Hennepin county, construing the will of the late Curtis H. Pettit, who was interested in elvtrs. and railroads. His estate is valued at \$3,000,000, and he provided, by his will, that it should not be distributed until 20 years after the death of his grandchildren. It was contested by his wife and daughter, and under the present court ruling, the widow receives one-third and the daughter, Mrs. Geo. P. Douglas, two-thirds.

The following memberships in the Chamber of Commerce have been transferred: From C. W. Peterson to Judd E. Williams; James De Veau to Bonno Tapper; Geo. C. Harper to M. E. Brandt; W. B. Parsons to Edward Pohl; H. S. Bliss to Gordon M. Groff; Thos. Hanson to Adolph H. Hanson. O. H. Doeblar has requested his membership to be transferred to T. A. Sammis, and the following have disposed of their memberships: Amenia Elvtr. Co., Independent Elvtr. Co., Geo. C. Harper & Co., Western Elvtr. Co. and Sullivan Lumber Co.

Memberships in the Chamber of Commerce are subject to taxation according to the decision of the Supreme Court of the United States on Feb. 21. This is the last word in a suit that has been pending since G. L. Fort, city assessor, in 1911, levied against the 550 memberships, on an estimated valuation of \$3,500 each. The tax levies of 1911, 1912, 1913 and 1914 are involved and that of 1915 necessarily will be affected by the decision today. The sum of \$30,000 in unpaid taxes has accumulated, which will be somewhat larger when the last annual assessment has been added. On Jan. 17 the supreme court decided a point of jurisdiction but the decision on the merits did not come until Feb. 21.

## MISSOURI

Bates City, Mo.—J. B. Williamson has completed his new elvtr.

Linneus, Mo.—F. S. Basket has succeeded W. D. Foreman at this station.

St. Charles, Mo.—Gillette & Baird have succeeded Baird & Dugan.—Home Mfg. Co.

East Lynne, Mo.—I am the only regular grain dealer at this place.—Sherman R. Zook.

Parnell, Mo.—We operate the only elvtr. at this station.—F. A. E., agt. Shannon Grain Co.

Dexter, Mo.—We have made no changes here other than repairing.—Scott County Mfg. Co., Sikeston.

Miller, Mo.—W. W. Boyd has succeeded the late H. H. Steele in the grain business here.—Miller Mfg. Co.

Fairview, Mo.—The Forsythe-Miller Grain Co. has succeeded the Forsythe-Goostree Grain Co.—F.

Kirkville, Mo.—A. E. Halliday has succeeded W. S. Reynolds in the grain business here.—Chas. R. Milbank.

Golden City, Mo.—The Morrison Grain Co. has installed a new engine in its elvtr.—Lammers & Farris, Lockwood.

Lockwood, Mo.—C. S. Ring is mgr. of the Pyle-Kearn Elvtr., which is the old H. Steele Elvtr.—Lammers & Farris.

La Russell, Mo.—I am no longer in the grain business here and am now located at Esmond, N. D.—E. L. Wormington.

Sarcoie, Mo.—The Langenberg Bros. Grain Co. owns an elvtr. here which has not been operated for 6 months. I do not think it will be opened during the coming summer.—X.



Joplin, Mo.—We have purchased the field seed, feed, flour and real estate business at 14th and Main Sts.—Hanna-Pate Grain Co.

Salem, Mo.—The Salem Roller Mills, Banner Mfg. Co. and our firm are regular grain dealers here.—A. E. Dye, of Dye & Buckner.

Guilford, Mo.—I intend to put in a short system flour mill next year if a good wheat crop is produced in this section.—Wm. T. Ross.

Rhineland, Mo.—A scoop shoveler scoops grain here in the summer. We are the regular grain dealers.—Gillette & Co., per W. A.

Harrisonville, Mo.—The regular grain dealers here are Polk Bros. and our firm. J. C. Brookhart is out of business.—Moudy Bros. & Hatton.

Stanberry, Mo.—The J. H. Liggett Grain Co. recently installed a new Western Corn Sheller. The R. M. Van Ness Construction Co. did the work.

Kenoma, Mo.—E. H. Schreiner has sold his elvtr. to the Harris & Hough Grain Co., which will continue to operate the business.—J. R. Harris.

Benton, Mo.—The Lambert Mercantile Co. is out of business and has been succeeded by the B. F. Marshall Mercantile Co.—Benton Mlg. Co.

Oskaloosa, Mo.—I am successor to Lakin Bros. and am also agt. for the Thurman Grain Co. We have no elvtr., just crib space.—F. Cunningham.

Hoberg, Mo.—The 2 elvtrs. at this station are operated by the Majestic Mlg. Co. and the Cowgill & Hill Mlg. Co., of which I am mgr.—C. V. Grisham.

Pollock, Mo.—We have no elvtrs. here and I do not think they would pay as we have no grain for sale. If we did I would be buying it.—D. L. Saulsberg.

Foristell, Mo.—The regular grain dealers at this station are Schermier & Schmidt, Schultz Bros., M. H. Pringle, Chas. Gulterman and ourselves.—Pringle & Rismeier.

Lock Springs, Mo.—Geo. R. Brugh is not in the grain business here at present and we operate the only elvtr. at this place.—P. F. Maxwell, of Green & Tooley Elvtr. Co.

De Kalb, Mo.—The Blair Mlg. Co., of Atchison, Kan., which recently purchased the elvtr. of A. L. Jones, will wreck it and replace it with a new 10,000-bu. concrete elvtr.

Chloe, Mo.—The construction of new approaches for its driveway is being considered by the Phillips Farm, Store, Mill & Elvtr. Co. A new loading spout will be installed.

Montrose, Mo.—Improvements will be made by the Farmers Elvtr. & Supply Co. Two new grain bins will be erected to replace the old warehouse which will be torn down.

Boynton, Mo.—I do not think an elvtr. will be built at this point. The erection of one was discussed and a site obtained 2 years ago but nothing further has been done regarding it.—Wm. Stutler.

St. Joseph, Mo.—The St. Joseph Grain Exchange will have a new trading hall on the 10th or 11th floor. Instead of one table it will have 10 or 12 sample tables. It will occupy one entire wing of the building and will be ready this spring.

Aurora, Mo.—Contract has been let by the Majestic Mlg. Co. for additional concrete grain storage tanks, with a capacity of 150,000 bus., to the Burrell Engineering & Construction Co. Work is progressing and will probably be completed by May 15.

Adrian, Mo.—We have built a 32x60 ft. iron clad warehouse, 12 ft. high, and equipped with seed bins and cleaner run by an electric motor. We handle all kinds of flour and feed and are putting in this season a full line of implements, harvesting machines, wagons and will handle engines as usual. This is not a co-operative company.—Farmers Elvtr. Supply & Mfg. Co.

Springfield, Mo.—Julius Eisenmayer, who is associated with his brother, A. J. Eisenmayer Mlg. Co., operating a 250,000-bu. elvtr. and 800-bbl. mill at this place, is in a serious condition as the result of an automobile accident Feb. 5. He was coming from the plant when an automobile, going at full speed, struck him.

#### KANSAS CITY LETTER.

James Cannon, 70 years of age, a retired grain dealer, died Feb. 15.

Frank P. Logan is in charge of the recently established private wire of King, Farnum & Co., of Chicago, Ill.

The Simolds-Shields Grain Co. has taken over the private wire of the Bartlett, Frazier Co. and placed Robert B. Long in charge.

In a suit brought by J. D. Walters for \$2,000 damages, for injuries received while in the employ of the Lonsdale Grain Co., the verdict was given in favor of the grain company.

Erskine B. Russell, sec'y of the Russell Grain Co., a member of the Board of Trade, was killed Feb. 20 when his automobile plunged over a 50 ft. embankment. He was 38 years of age and unmarried.

E. L. Betton, of Kansas City, Kan., who has been in the grain standardization dept. of the government for 6 years, has succeeded J. C. Wasser as supervisor of inspections of grain with the Kansas Grain Inspection Dept.

Harold F. Merrill, of the Terminal Elvtrs., has bot the membership in the Board of Trade of Phillip F. Cary, who retired from the grain business some time ago on account of failing health. The price paid was \$5,500, including the transfer fee of \$500.

Arthur C. La Baugh, grain inspector for the Board of Trade, was struck and killed Feb. 7 by a descending passenger lift in the Missouri & Kansas Elvtr. He had put his head into the elvtr. shaft to see if the elvtr. was coming up. It was above him, and coming down, crushed his skull. He was 25 years of age.

We are indebted to Sec'y E. D. Bigelow for a copy of the annual statistical report of the Board of Trade for 1915. The report contains a list of the officers and directors for 1915 and 1916 and the standing committees for this year. It also contains a complete list of the members of the exchange. The statistics include stocks of grain in store Jan. 1, receipts and shipments by the month, in carloads, and total receipts and shipments of grain for the past 16 years. The daily range of prices of grain and a list of the elvtrs. and operators, together with the capacity of each house, and the total yearly grain storage capacity of the city since 1879. The total storage capacity has increased during that time from 1,495,000 bus. in 1879 to 21,415,000 bus. for 1915.

#### ST. LOUIS LETTER.

The hearing of claims against Payne & Becker, bankrupt, was set for Feb. 24.

The Merchants Exchange has been appealed to for help by the flood sufferers in Arkansas, thousands of whom are homeless.

Henry C. Schultz, of the Schultz & Nie-meier Commission Co., is critically ill as the result of a blood clot on the brain.

The Pendleton Grain Co. contemplates the erection of an up-to-date fireproof terminal elvtr., with a capacity of about 1,000,000 bus. The company now has 2 elvtrs. in operation here and also one at Cairo, Ill.

The costs of switching on all carload shipments of grain, grain products, stock and poultry feed from the industries on the tracks of connecting lines within the switching limits of East St. Louis, will be paid by the Cotton Belt R. R., effective Mar. 1. It will absorb the switching or transfer charges on grain arriving at East St. Louis over its road, stopped for inspection and afterwards reconsigned to points within the switching limits of East St. Louis or St. Louis.

St. Louis, Mo.—Carter Commission Co. incorporated; capital stock, \$100,000; incorporators, Thos. W. Carter, Jos. W. Lewis and Harry F. Beckman. The business was formerly operated as a partnership. The offices in the Merchants Exchange Bldg. will be retained.

Membership in the Merchants Exchange has been applied for by T. P. Bond, of the Barnett Elvtr. Co., of Barnett, Berton Forester and Manuel P. Fischer, of Logan & Bryan, Chicago, Ill., Geo. I. Bruno, of the Thurnau Grain & Feed Co., Lem Mot-tow, Chas. Case and Louis J. Albrecht.

St. Louis, Mo.—Jacob Kauffman, aged 94 years, died recently. Four sons survive him, Henry C. Kauffman, of the Bison Mill & Elvtr. Co., Bison, Kan., M. L. Kauffman, supt. of the Langenberg Mlg. Co., Republic, Edwin N. Kauffman, of Wymore, Neb., and F. E. Kauffman, of the Bernet, Craft & Kauffman Mlg. Co., of this city.

St. Louis, Mo.—Logan & Bryan, of Chicago, Ill., thru their branch office here, are sending out ticker quotations on this market's grain sales to many distant points. The service is being furnished to T. A. Grier & Co., Peoria, Ill.; J. H. Ever-sole, Campaign, Ill.; Worth-Gyles Grain Co., Bloomington, Ill.; F. W. Hammer, Polo, Ill.; W. L. Lyons & Co., Louisville, Ky.; J. T. Landis & Co., Nashville, Tenn.; L. & B. Snow, Sheldon, Ill.; S. N. Morrow & Co., Clarksville, Tenn.; F. P. Smith & Co., Decatur, Ill., and Jacksonville, Ill., and Turner Hudnut Co., Pekin, Ill.

#### MONTANA

Wibaux, Mont.—J. B. Zentge is now agt. of the Occident Elvtr. Co.

Sherbourne, Mont.—I will build a 25,000-bu. elvtr. this summer.—Wm. Rea, Clyde Park.

Columbus, Mont.—The organization of a farmers elvtr. company here has been discussed but not perfected.—X.

Conrad, Mont.—J. C. Price, pres., of the Conrad Mercantile Co., has taken over the interests of the Johnson Grain Co.

Cascade, Mont.—Gared Watkins, who has been with the Rocky Mountain Elvtr. Co. for several years, has gone with the State Elvtr. Co.

Merino sta. (Geyser p. o.), Mont.—Harry W. Smith is buyer for the Montana Central Elvtr. Co. and G. A. Smythe, formerly traveling supt. for the Williston Mill Co.'s line of elvtrs., is mgr. of the new 30,000-bu. house, built by the Equity Co-operative Ass'n.—G.

Dixon, Mont.—Our new elvtr. has a capacity of 22,000 bus. and is equipped with a 6-ton receiving scale and dump, Richardson Automatic Scale for weighing out, manlift and other up-to-date equipment. F. H. Lee is pres., E. J. Price sec'y and Theo. Hanson is buyer.—Reservation Farmers Grain Co.

Hobson, Mont.—Fire Feb. 5 destroyed the 35,000-bu. elvtr., 90-bbl. flour mill and warehouse of the Farmers Mill & Elvtr. Co. with an estimated loss of \$60,000. The 25,000 bus. of wheat in the elvtr. at the time was insured and partial insurance was carried on the buildings and other contents. W. J. Davidson was mgr. and one of the principal owners. Arrangements have been completed for rebuilding.

#### NEBRASKA

McLean, Neb.—The elvtr. of the Fields & Slaughter Co. has been closed.

Dodge, Neb.—Harry D. Black is the new agt. of the Crowell Lumber & Grain Co.

Hubbell, Neb.—T. Morgan, of Burchard, is the new mgr. of the Farmers Elvtr. Co.

Gordon, Neb.—Farmers are attempting to form a company to build an elvtr. here.

Friend, Neb.—P. Stepanek is changing the machinery in his newly acquired elvtr. and mill.

Beaver Crossing, Neb.—A movement is on foot for a farmers elvtr. company. Chas. M. Warner has been chosen as sec'y-treas.



Glenvil, Neb.—The Farmers Union Elvtr. Co. has been organized with a capital stock of \$5,000.

Hildreth, Neb.—R. A. Anderson has succeeded Oscar Florell as mgr. of the Johnson Grain Co.

McCook, Neb.—R. A. Green has succeeded S. S. Garvey as mgr. of the McCook Equity Exchange.

Concord, Neb.—The Crowell Lumber & Grain Co. is installing an automatic scale. —T. Hagen, agt.

Stratton, Neb.—F. C. Krotter will build a concrete elvtr. here in the near future at a cost of \$7,000.

Lincoln, Neb.—The Gooch Mill & Elvtr. Co. has installed corn handling equipment in its elvtr. at this city.

Gering, Neb.—Stewart Watson, of Illinois, has purchased the property of the Gering Lumber & Grain Co.

Stockham, Neb.—The Farmers Grain Co. has purchased a new 800-bu. hopper scale with type registering beam.

Richland, Neb.—The recently organized Farmers Elvtr. Co. has taken over the elvtr. of the T. B. Hord Grain Co.

Linwood, Neb.—The headquarters of the Dawson Grain Co., located here for the past 12 years, have been moved to Omaha.

Rosalie, Neb.—Fire destroyed the engine room and engine of the Farmers Elvtr. Co. on Feb. 19.—Larson Grain Co., Sioux City, Ia.

Clay Center, Neb.—I am agt. of the elvtr. which the Updike Grain Co. is operating under lease from E. Stockham.—A. J. Janovy.

Waverly, Neb.—Tramps set fire to the elvtr. of the J. W. Adams Grain Co. recently. The blaze was extinguished with small loss.

Ames, Neb.—The elvtr. of the Farmers Elvtr. Co. was recently threatened with destruction by fire. Only slight damage was done.

Liberty, Neb.—E. W. Hageman, of Filley, will be mgr. of the Liberty Grain Co. after Mar. 1, succeeding J. A. Harvey, who recently resigned.

Bennett, Neb.—John Higginbottom, who recently resigned as mgr. of the Farmers Elvtr. Co. at Douglas, is now mgr. of the Farmers Elvtr. Co. here.

Benkelman, Neb.—James Mason, of Eckley, Colo., is mgr. and Eugene Ham, ass't mgr. of the recently acquired elvtr. of the Farmers Equity Exchange.

Rockford, Neb.—The Wright-Leet Grain Co. is overhauling its scales and doing other repair work. The R. M. Van Ness Construction Co. has the contract.

Blair, Neb.—Plans for a new elvtr. are being prepared by the Farmers Union. Work on the proposed building will be started as soon as weather permits.

Schuyler, Neb.—The Farmers Elvtr. Co. has secured a site east of the Union Pacific depot, and will begin work soon on a new elvtr. and coal and lumber shed.

Filley, Neb.—E. W. Hageman has resigned as mgr. of the Farmers & Merchants Elvtr. Co. and on Mar. 1 will take a similar position with the Liberty Grain Co. at Liberty.

Red Cloud, Neb.—The Amboy Mfg. & Elvtr. Co. has completed its new concrete elvtr. which replaces the plant that burned last year. B. Sampson, formerly with this company, has removed to another city.—F. M.

Kenesaw, Neb.—The Kenesaw Mill & Elvtr. Co. incorporated to operate an elvtr. and mill; capital stock, \$20,000; incorporators, Chas. Moritz, L. L. Weaver, J. H. and Peter Augustin. A mill will be built near the farmers' elvtr.

Edgar, Neb.—R. E. Mudrow, who has acted as second man at the elvtr. of the Farmers Commercial Ass'n for 7 years, on Mar. 1 will succeed A. D. Skinner as mgr. Mr. Skinner, for 15 years in the grain business in Nebraska, will take up farming in Montana.—A.

Beatrice, Neb.—The Dobbs-Grain Co. has let contract for a cribbed elvtr., covered with galvanized iron, to replace the house which burned Jan. 5. An electric motor will be installed for elevating and another to drive a Bowsher Grinder.

De Witt, Neb.—We sold our elvtr. to W. W. Barmby and John Tobaben. Mr. Barmby is a banker and Mr. Tobaben is a stock buyer. They are putting the elvtr. in first-class repair and will soon open for business.—Lincoln Grain Co., Lincoln.

Harvard, Neb.—A verdict for the Farmers Co-operative Grain Co. was ordered by Judge Dungan in the suit brought by James Shonkweiler, who claimed the management sold 3,000 bus. of his wheat before he authorized them to do so. The court held that he had made a bona fide sale of his wheat to the company.

## OMAHA LETTER.

R. S. Kerr is now with the Taylor Grain Co., having resigned his position with the Nye Schneider Fowler Co.

We have opened offices in this city, where we will do a general cash grain business as usual. The consignment dept. will be handled by the Leopold-Todd Grain Co. Jos. Leopold and Frank Todd will be in charge of the offices here and H. L. Christy will handle the traffic end of the business from this city.—W. H. Moore, mgr. Leopold-Hoese Grain Co., Sioux City, Ia.

Receipts of grain at the Grain Exchange Feb. 14 were the largest on record, the total amount of 807 cars being 4 cars more than the number received on Dec. 27, which up to that time was the biggest day in the history of the exchange. Of the 807 cars received, 323 cars contained wheat, 417 cars corn, 54 cars oats, 6 cars rye and 7 cars barley. Shipments included 196 cars of wheat, 133 cars of corn, 35 cars of oats, 5 cars of rye, and 3 cars of barley, a total of 372 cars. There were 120 more cars of corn received Feb. 14 than on Dec. 27. The biggest day, prior to Dec. 27, was Feb. 23, 1914, when 623 cars of grain were received. The market here is growing with remarkable rapidity and Omaha is drawing grain from an ever widening territory.

## NEW ENGLAND

New Bedford, Mass.—Pierre Guay will build a grain and hay building.

Boston, Mass.—Edward R. Bacon, of Chicago, Ill., has been admitted to membership in the Chamber of Commerce.

New Haven, Conn.—Four boys have been arrested here charged with breaking seals on grain cars and taking corn which they sold to nearby residents.

Swanton, Vt.—Edwin Lewis Lapelle, for several years in charge of the grain business here for E. W. Bailey & Co., of Chicago, Ill., died Feb. 16, aged 63 years.

Manchester, N. H.—The firm name of F. H. Masse & Co. has been changed to F. H. Masse Co. It now has 2 stores, the main store located in the city proper, and the other on the west side of the Merrimack River where the business was formerly conducted.—F. H. Masse Co., per J.

## NEW MEXICO

Texico, N. M.—I quit the grain business some time ago as I had other business which needed my attention.—K. K. Runnels.

## NEW YORK

Troy, N. Y.—The Boutwell Mfg. & Grain Co. is operating its recently completed plant.

Salamanca, N. Y.—J. D. Gibbey, formerly mgr. of the Chesbro Mfg. Co., bankrupt, has been named as trustee of the affairs of the company.

Niagara Falls, N. Y.—Plans for another concrete elvtr., with a capacity of 500,000 bus., are being made by the Shredded Wheat Co. The company is now erecting a large building in California which will be completed next July.

Ironton, N. Y.—We have no intention at the present time of building an elvtr. or flour mill here as was recently reported.—W. P. S. Johnson, treas. Federal Mfg. Co., Lockport.

## BUFFALO LETTER.

The Archer-Daniels Linseed Co. has its new plant in operation.

The Eastern Grain, Mill & Elvtr. Corporation expects to have the 1,000,000-bu. annex to its Concrete Elvtr., for which it recently let contract, ready about July 15. It will have concrete docks along 2 sides of the elvtr. along the west water side for the purpose of carrying movable marine towers, and on the north water side for loading canal boats.

## NEW YORK LETTER.

Wm. H. T. Moore has severed his connection with Keusch & Schwartz, Inc., and is now with a brokerage firm.

A membership in the Produce Exchange sold recently for \$1,150 which is the highest price paid in recent years. The following sale was made at \$1,100.

Chas. W. Chilcott, who succeeded Louis T. Van Iderstine as representative for Knight & McDougal, of Chicago, Ill., has been admitted to membership in the Produce Exchange.

John W. Braffett, who has been transferred by the Armour Grain Co. from its headquarters at Chicago, Ill., to this city, has applied for membership in the Produce Exchange.

The firm of H. P. & F. Harrison, grain exporters, has retired from business on account of the new policy adopted by the British Government regarding purchases of wheat in this country.

Jos. Quintal, of Quintal & Lynch, Ltd., Montreal, Que., Thomas C. Craft, Jr., of the Baltimore Grain Co., Baltimore, Md., Norman W. Peters and John W. Braffett have applied for membership in the Produce Exchange.

Members of the Produce Exchange are urging the erection of an elvtr., large enough to compete with the greatest in Canada. They plan to make the elvtr. a part of the barge canal system. The estimated cost of the elvtr., including the site, is between \$2,500,000 and \$3,000,000.

Ross T. Smythe & Co., of Liverpool, Eng., are establishing a branch office here under the name of Paul, Robson & Co. The business will be under the management of G. R. Callender and H. D. Burbridge. Membership in the Produce Exchange has been applied for by Mr. Burbridge and H. T. Robson, who will represent the company in Argentina.

## NORTH DAKOTA

Raleigh, N. D.—The elvtr. of the Raleigh Equity Exchange was recently damaged by fire.

Cleveland, N. D.—The Farmers Elvtr. Co. will build an annex to its elvtr. during the coming summer.

Crete, N. D.—The Farmers Elvtr. Co. purchased the elvtr. from Otto Orn.—H. A. Nonnweiler, mgr. Royal Elk Mfg. Co., Oakes.

Greene, N. D.—George Steele is in charge of the elvtr. of the Minnekota Elvtr. Co.—C. H. Prosser, agt. Minnekota Elvtr. Co., Courtenay.

Alkabo, N. D.—The Farmers Elvtr. Co. is operating the elvtr. which it purchased from the Standard Grain Co. last August.—Fred C. Quick, mgr.

Glover, N. D.—C. E. Knox intends to rebuild the elvtr., increasing the capacity to 45,000 bus. He expects to do this work in June or July.—A. L. Edmonds, agt.

Garrison, N. D.—J. A. Reuter had one of his fingers so badly crushed, while working around the machinery in his elvtr., that it was necessary to amputate it.

Cayuga, N. D.—The Cargill Elvtr. Co. has sold its elvtr. here to some business men, of Kidder, S. D., who will take possession about Apr. 1.—C. T. Frystrom, agt.



Urbana, N. D.—The farmers are organizing an elvtr. company and expect to build a 50,000-bu. up-to-date elvtr. Riley Sloan is sec'y and treas.—P. E. Knudson, Eckelson.

Tuttle, N. D.—The Farmers Union Elvtr. Co. has engaged in the implement business and will hereafter deal in grain, implements, flour, salt, cement, wire fence, post and fuel.—P. N. Madison, mgr.

Jamestown, N. D.—The regular grain dealers here are Geo. Game & Son, props. of the Farmers Elvtr., operating a 35,000-bu. elvtr., Occident Elvtr. Co. and our company.—Mgr. Russell-Miller Mlg. Co.

Minot, N. D.—We will build a 75,000-bu. elvtr. next month, on the G. N. R. R., adjoining our mill, to be used for storage. This will give us a total storage capacity of 150,000 bus.—Minot Flour Mills Co.

Kellys, N. D.—Farmers are forming a company and will soon let contract for an up-to-date 30,000-bu. elvtr. Arrangements will be made for cleaning the grain and keeping the screenings at home for feed.

Rutland, N. D.—The Farmers Elvtr. Co. will rebuild one of its elvtrs., making all over head bins. An automatic scale, feed mill and a 20-h. p. engine will be installed. No contracts have been let.—C. H. Deuel, mgr.

Truro, N. D.—This is a banner year. We have taken in so far 90,000 bus. and expect to take about 20,000 bus. more of last year's crop. This is my 4th year here.—Jas. Nelson, agt. St. Anthony & Dakota Elvtr. Co.

Spiritwood, N. D.—We have purchased the elvtr. of the Occident Elvtr. Co. and will put in a new cleaner, engine and another leg and during the summer a larger pit will be installed.—C. Creighton, sec'y-treas. Equity Elvtr. Co.

Jamestown, N. D.—The organization of a farmers elvtr. company is being discussed by Messrs. Wright, Allen and other farmers. An elvtr. will probably be built on the Wright farm, situated on the Midland Continental Ry., south of this town.

Oakes, N. D.—There is only one mill here. The Royal Elk Mlg. Co. has purchased the Oakes Flour Mills. M. L. Welch is pres., O. B. d'Aoust, sec'y-treas., and I am local mgr. The elvtr. has a capacity of 40,000 bus. and the mill of 500 bbls.—H. A. Nonnweiler.

Auburn, N. D.—Albert Henry Kingsbury, aged 60 years, mgr. of the Farmers Elvtr. Co., was killed Feb. 19. He and an assistant were loading wheat when something went wrong with the engine. He went into the engine room and was inspecting the engine closely when his clothing caught on some bolts on the shaft coupling and his body was whirled around and his head badly crushed. Before help could arrive Mr. Kingsbury was so badly injured that it was impossible to do anything for him.

Fargo, N. D.—The state board of railway commissioners held a meeting at the commercial club rooms Feb. 11 securing information and evidence relative to the charges and complaints that have been made to the effect that some of the elvtrs. of the state were making storage charges while others were not, and some are making one charge while others are making another charge. The board of commissioners has received a large number of protests relative to this practice. The commission decided to make no regulation governing this matter.

Coburn sta. (Sheldon p. o.), N. D.—James H. French, mgr. of the Farmers Elvtr. Co., was instantly killed Feb. 15 when his clothing caught in the clutch and wound his body around the shafting at the elvtr. His body was badly mutilated and wedged so tightly between the joist and shafting that it was necessary for George Duley, ass't mgr., to get help to release him. Mr. French had been in the grain business for years, having bot for the Acme Grain Co. and the Farmers Elvtr. Co. at Sheldon. He was a stockholder as well as mgr. of the Farmers Elvtr. Co. here which he organized 3 years ago. His widow and 4 children survive him.

McArthur, N. D.—We operate a 35,000-bu. cribbed elvtr. in addition to an old flat-house which has been remodeled into an 18,000-bu. elvtr., giving us a total storage capacity of 53,000 bus. The elvtr. of the Amenla Elvtr. Co. is owned by a farmer and used for his own grain only.—P. H. Scott, agt. Monarch Elvtr. Co.

Bismarck, N. D.—The supreme court has denied a petition for rehearing in the case of the Northern Pacific, versus Morton County, better known as involving leased sites on right-of-way. The railroads maintain that it is clearly a case of double taxation. In the original decision the supreme court held that the industrial sites located on the railroad right-of-way and occupied as a place of business by the Lyon Elvtr. and other companies, are taxable locally. This action was brot by the Northern Pacific Ry. Co. against Morton County as a test case, which will decide taxes of all the railways in the state on this class of property.

Wyndmere, N. D.—The Farmers Elvtr. Co. has let contract for a 30,000-bu. up-to-date elvtr. to be built adjoining its present plant. The house will be equipped with 2 legs, a 20 h.p. engine, large cleaner, a 2,000-bu. Richardson Type Registering Automatic Scale, a 16x8 ft. scale in the driveway, fitted with a full platform dump, manlift, and other up-to-date improvements, including the Ibberson Patented Bin Alarm System and Patented Double Distributor Attachment used in connection with the heads. There will be a large office with public and private rooms. T. E. Ibberson has the contract for the elvtr. and will commence work as soon as the frost is out of the ground this spring.

McCanna, N. D.—Whether the rights of storage ticket holders are to have first consideration as against the insurance collected by a bankrupt elvtr. company, is the important issue raised in a civil action now on trial before Judge C. M. Cooley. The case involves the disposition of the insurance carried on the Walland Elvtr. Co.'s warehouse here, the opposing interests being the storage ticket holders on the one hand and Turle & Co., of Duluth, Minn., on the other. Turle & Co. claim the insurance money on assignments and mortgage clauses in the insurance, and they have tied up the drafts, thus making the insurance companies parties to the action. Ticket holders base their claims on the contention that insurance was carried on the grain for their benefit, and that the storage charge includes a charge for insurance. They insist that the creditor of an elvtr. company cannot come in and seize stored grain, because such grain does not pass to the custody of the elvtr. company until it is actually sold. No more, they insist, can a creditor seize the insurance money, which they maintain is simply a trust fund for their benefit. While the sum involved in the case at issue is small, the principle is one that affects every storage ticket holder and elvtr. in the state.

## OHIO

Portsmouth, O.—S. G. Jewett & Sons are building an elvtr.

Fremont, O.—The Fremont Elvtr. Co. has rented a downtown office.

Greenspring, O.—Farmers have started a movement to establish an elvtr. here.

McClure, O.—Extensive repairs have been made on the elvtr. of the McClure Grain & Stock Co.—G.

Toledo, O.—Mrs. J. F. Zahm, widow of the late J. F. Zahm, of J. F. Zahm & Co., died Feb. 13.

Galloway, O.—Geo. B. Earley will replace the steam power at his elvtr. with a 25 h.p. oil engine.—G.

Anna, O.—Finkenbine & Manning have replaced their gasoline engine with 2 electric motors.—G.

Green Camp, O.—The recently incorporated Green Camp Grain Co. has bot the elvtr. of Ray Gill.

Casstown, O.—Swearingen & Brandt Bros. contemplate installing a new power plant of about 25 h.p.

Urbana, O.—Jas. Robinson, mgr. of the elvtr. of Blose Bros., is recovering from a recent painful accident.

Kansas, O.—J. L. Rouze, prop. of an elvtr. at Arcadia, has bot the elvtr. of Ash & Ash at this station.—G.

Helena, O.—The Helena Co-operative Co. has discontinued the grain business and leased its elvtr. to P. H. Daub.

Chatfield, O.—B. F. Friedley is pres. of the recently incorporated Chatfield Grain Co. and Jacob Brown is in charge of the elvtr.

Weston, O.—We may install an elvtr. leg for small grain to be operated by electric motor.—C. S. Garster, mgr. Rural Grain Co.

Fredericktown, O.—I made repairs, at a cost of \$3,000, on the elvtr. I purchased here on Oct. 1. I am sole owner and mgr. —D. M. Brumbach.

New Knoxville, O.—Edward Holl has sold his interest in the Detjen Grain Co. and the company has been reorganized with Henry Detjen as pres.

Medina, O.—The Medina Farmers Exchange will soon commence the erection of an up-to-date elvtr. to replace the one which burned last December.—G.

Nevada, O.—A. B. Smythe, of Cleveland, and Thos. R. Aten, of Eden township, have purchased the elvtr. of Edward McLaughlin, who will retire from business and take a needed rest.

Beloit, O.—Since we installed a 90-h.p. gas engine to take the place of our 75-h.p. steam engine, we are saving from \$75 to \$90 a month. We have an up-to-date plant now and business is good.—A. J. Stanley.

Piqua, O.—The Spencer-Furrow Co. has reduced its capital stock from \$60,000 to \$30,000. The company, which operates elvtrs. here and at Farrington, recently sold its elvtr. at Fletcher and the larger capital is no longer necessary.

Bloomdale, O.—No change will be made this year in the Bloomdale Elvtr., owned by L. R. Good. There is some talk of the farmers organizing and building an elvtr. but I have been informed that nothing will be done regarding it this spring.—R.

Monroeville, O.—The ruins of the burned elvtr. of Philip Horn have been cleared away and work on the foundation for the new elvtr. is in progress. The new building will be wooden and will be larger than the old house, equipped with up-to-date machinery.

Toledo, O.—Farmers Co-operative Elvtr. Co. incorporated; capital stock, \$100,000; incorporators, A. H. Buzzard, Geo. W. Easton and others. The company plans to erect elvtrs. in towns near Toledo, the first to be built at Napoleon. Plans for it are now being prepared.

Perrysburg, O.—The recently incorporated Perrysburg Grain & Seed Co. has taken over the elvtrs. of the C. L. Maddy Co. here and at Lime City. C. L. Maddy, who has been in the grain business for 25 years, will remain as mgr. and will continue his coal and feed business.

Zanesville, O.—Our elvtr. and warehouse are situated on a private siding from the B. & O. R. R. The elvtr. has a capacity of 30,000 bus. We recently completed a 33x60 ft. warehouse and the capacity of our warehouses now is 600 tons of feed and flour.—Armstrong, Lee & Co.

Coldwater, O.—The Coldwater Grain & Coal Co. will add a No. 2 Smith Double Shoe Cleaner, a corn drag, and a rope drive to head shaft, to the equipment of its elvtr., which is being overhauled and enlarged to give 6,000 bus. additional storage. G. W. Donahoo is doing the work.

Deunquat, O.—We handle flour, feed and farmers' supplies, except machinery, in connection with our recently acquired 10,000-bu. elvtr. We may build a store room in the near future. We have been in business about 6 weeks and are making good so far. J. R. Gregg is pres., J. S. Ekleberry vice-pres., J. J. Armstrong sec'y, J. A. Horick treas. and V. E. Melroy, mgr. of our company.—Deunquat Elvtr. & Exchange Co.



Circleville, O.—The Rife & Morris Co. has leased the old mill of the Ohio Cereal Co., on the N. & W. R. R., and is remodeling it to handle grain. This gives this company 3 plants here. A sink for receiving from cars and a drier will be installed so that off grade grain can be handled expeditiously.

Enon, O.—The Harshman Grain Co. expects to have its elvtr. here completed and in running order soon. It will be equipped with 2 conveyors, leg with 14x7 in. cups, Smith Combined Sheller and Boot, Smith Manlift, chain drag for ear corn and one for small grain, Cornwall Cleaner, automatic scale and an oil engine. G. W. Donahoe is installing the machinery. This elvtr. will take the place of the one which burned at Snyderville last November.

Delphos, O.—Grain men of Allen, Van Wert, Putnam and Paulding Counties have formed a new ass'n for the purpose of keeping up with market conditions and looking out for the best disposition of grain now in the elvtrs. Officers elected are W. T. Dolbey, Delphos, pres., A. L. Garman, Delphos, general sec'y. County sec'ys chosen are: Putnam County, D. R. Risser, Vaughnsville; Paulding County, A. M. Courtright, Cecil; Van Wert County, F. D. Brandt, Van Wert.

Landeck sta. (Delphos p. o.), O.—L. C. Allinger and Frank B. Schmelzer have acquired an interest in the elvtr. here, together with A. L. Garman and C. E. Marsh. Mr. Schmelzer will assume the management of the elvtr. and take care of the firm's business here. Mr. Allinger, together with Messrs. Garman and Marsh will carry on the track buying business at Delphos and also conduct the recently acquired elvtr. at Roselm sta. (Grover Hill p. o.). He will manage the elvtr. and look after the outside business of the company which will be continued under the name of the Garman Grain Co.

Canton, O.—The Canton Feed & Mfg. Co. is increasing its capital stock from \$225,000 to \$500,000. Improvements will be launched at once which will double the capacity of the plant, more than double the number of its elvtrs. and provide for an extension of the supplying of building material. Two additions will be built to the company's mill at a cost of \$50,000, and when completed, the offices of the company will be moved to the mill. Six outside elvtrs. are now operated, which will be increased to 14 or 15, giving a total capacity of about 350,000 bus. A new electrical plant was recently installed at the mill and up-to-date loading and unloading belts will be put in the new plant.

## CINCINNATI LETTER.

J. Dorsel & Co., millers, have established a general grain business with G. E. Linder, formerly with the Ferger Grain Co., in charge.

Membership in the Grain & Hay Exchange of the Chamber of Commerce has been granted to Geo. Schneider, Wm. Lewis and Henry Walters & Sons Co.—M.

Directors elected at the annual election of the Grain & Hay Exchange of the Chamber of Commerce are Henry M. Brouse, C. S. Custer, F. F. Collins, E. A. Fitzgerald, Alfred Gowling, E. B. Terrell and B. H. Wess.

Upon his retirement as pres. of the Grain & Hay Exchange of the Chamber of Commerce, H. Lee Early was presented with a beautiful silver headed cane and a silver set of cuff buttons, by the members of the exchange.—M.

The Weighing Bureau of the Chamber of Commerce in its January report shows that 3,958 cars were handled, 307 of which were received leaking and 28 reported discrepancies. Scales inspected were 156 and 99 scales were tested.

Fire at the Big Four Elvtr., owned by the Cleveland Grain Co., Feb. 15 caused a damage of \$1,500, which is covered by insurance. It was discovered by Mat Nagel, night watchman, who noticed smoke coming out of the ventilator. About 2,000 bus. of grain in the drier was drenched before the blaze was extinguished.

The board of directors of the Chamber of Commerce has appointed the arbitration com'te, consisting of H. Lee Early, chairman; W. A. Draper, Austin A. Breed, J. Walter Freiberg, Otto Armleder, A. P. Strietmann and Andrew Rohan.

Officers of the Grain & Hay Exchange of the Chamber of Commerce for the coming year are: E. A. Fitzgerald, pres., Alfred Gowling, vice-pres., and C. S. Custer, sec'y-treas. W. R. McQuillan has been named on the rules and grades com'te.

C. H. Hitch has applied for membership and C. F. Korn, R. O. Heyser, W. E. McCaw, Richard M. Hare, J. Evans Lippincott, Geo. McG. Morris, M. Rosenberg, J. Wallace Carrel and C. E. Rohe have been admitted to membership in the Chamber of Commerce.

The executive com'te of the Chamber of Commerce has considered and declared valid the contract made by the former board of directors with the Hay & Grain Exchange, granting the exclusive use of the floor and limiting grain and hay trading to grain dealers and brokers only. The board claimed it could not abrogate the contract made by the preceding board. The contract is now in full force and effect and will run for a year. According to its requirements the Hay & Grain Exchange agrees to pay the Chamber of Commerce \$2,000 rental additional to the individual dues of the chamber, and in return to have an exclusive trading space on the exchange floor, and limit the official weighing of grain and hay to only members of the Hay & Grain Exchange.

## OKLAHOMA

Forgan, Okla.—The Drennan Elvtr. Co. is building a 2,000-bu. annex to its elvtr.

Oklahoma City, Okla.—Ralph Tullis is now in the employ of the Cozart Grain Co.

Poteau, Okla.—The Poteau Mill & Elvtr. Co. is adding a corn mill to its equipment.

Alva, Okla.—The Woods County Grain & Broom Corn Co. will sell its broom corn and storage elvtr.

Beggs, Okla.—C. A. Price has formed a partnership with Wm. Jaynes in the elvtr. and milling business.

Rosston, Okla.—An elvtr. company is being organized here with a capital stock of \$10,000. Jas. Fair is interested.

Butler, Okla.—We will make some improvements in our elvtr. here.—H. V. Zobisch, of Hinton Mfg. Co., Hinton.

Banner, Okla.—I am no longer agt. of the Canadian Mill & Elvtr. Co. and am now located at Oklahoma City.—C. F. Oelke.

Holdenville, Okla.—The Holdenville Grain & Produce Co. and the Holdenville Mill & Elvtr. Co. operate the only elvtrs. here.—X.

Kremlin, Okla.—Officers of our company are Ned Leonard, pres., G. T. M. Beck, treas., O. Ekstrom, sec'y and G. C. Rhodes, mgr.—Farmers Elvtr. Co.

Elk City, Okla.—The Elk City Flour Mill Co. has bot the property of the Weatherford Mfg. Co. and will consolidate with that company. Frank Kostka is mgr.

Fairview, Okla.—The elvtrs. at this station are operated by the Drennan Grain Co., Scott Grain Co. and L. R. Henkle, mgr. of the H. P. & S. A. Elvtr. and Mill.—X.

Sumpter sta. (Braman p. o.), Okla.—The only elvtr. here is situated on the A. T. & S. F. It is run by C. W. Prosser, owned by a company and managed by R. G. Welge.—X.

El Reno, Okla.—Work is progressing rapidly on the elvtr. and mill being constructed for the El Reno Mill & Elvtr. Co. and the walls are now completed as high as the 3rd story.

Beaver, Okla.—The Alva Roller Mills have let contract for an iron clad elvtr. to the White Star Co., equipped thruout with up-to-date machinery. Construction has already been started.

Muskogee, Okla.—The old Midland Elvtr. and Mill will be operated under lease by the Arkansas Valley Mfg. Co., which has been incorporated by Ernest Cook, E. D. Sweeney and D. N. Fink. C. J. Woliver will be mgr.

Oklahoma City, Okla.—We are indebted to Frank M. Gault, pres. of the Oklahoma State Board of Agriculture, for a copy of the Board's 1915 annual report containing statistics of the grain crops and the live stock industry. The book is handsomely illustrated.

Hinton, Okla.—We intend to build an elvtr. of about 10,000 bus. capacity. It will be of studded construction, iron clad, and will be up-to-date in every respect. The location has not been decided upon. We will take out our steam power here and install an oil engine.—H. V. Zobisch, of Hinton Mfg. Co.

Durant, Okla.—It is not known what caused the fire which destroyed our ear corn cribs, corn sheller, corn baler building and machinery, and slightly damaged 2 steel storage tanks with contents. Loss, \$6,000; insurance, \$3,500. Our main elvtr., warehouses and steel storage escaped damage and we were able to continue in all lines, except ear corn. We will rebuild this dept. at once.—Durant Grain & Elvtr. Co.

## OREGON

Astoria, Ore.—C. B. Stout, mgr. of the Astoria Flouring Mills Co., operating an elvtr. here, has disposed of his interests to E. W. Smith, of Pendleton, and Lester McLeod, of this city. F. P. Swanton, of Portland, has been engaged as mgr.

## PENNSYLVANIA

Loysville, Pa.—The large grain warehouse of Jos. B. Lightner burned recently. Loss, \$6,000.

Lancaster, Pa.—We have bot the business of Shreiner & Co. and are conducting it as a branch of our main business.—B. B. Morten Co.

New Bethlehem, Pa.—The elvtr. and mill of the Red Bank Mfg. Co. burned Feb. 7. Loss, \$65,000. The cause of the fire is not known. Plans are being made for rebuilding.

Summersville, Pa.—We sustained a loss of \$50,000, with \$10,500 insurance, when our plant burned Dec. 11. We are now planning to rebuild brick and steel elvtrs.—J. F. Dinger of J. F. Dinger Mfg. Co.

Hazleton, Pa.—D. Barties Price, of Price & Clark, grain and feed dealers, was killed instantly recently, when the automobile, in which he was driving with his mother, overturned. His mother was badly injured.

Wysox, Pa.—Our recent fire was caused by sparks from a passing locomotive and dumping fire box by the side of track near our warehouse. The loss on the building and contents is \$10,000, on which \$5,000 insurance was carried. We intend to erect an elvtr. to hold 6 cars of grain, but have not decided on the construction.—Wysox Produce Co.

## PHILADELPHIA LETTER.

The Morris Grain Co., E. L. Rogers & Co., John A. Tait and H. T. Barton have applied for membership in the Commercial Exchange.

Jas. L. King, director of the Grain Dealers National Ass'n and former pres. of the Commercial Exchange, was bereaved recently by the death of his mother.

George Hay, of George Hay & Co., engaged in the grain, feed and flour commission business, died this month, aged 73 years. His brother, James, also with the company, died Dec. 29.

The grain com'te of the Commercial Exchange for this year is composed of Geo. M. Warner, Horace Kolb, Jas. L. King, August F. Gruber, Arthur C. Harvey, Levi G. West and Morris F. Miller.



## SOUTH DAKOTA

Dolton, S. D.—Farmers are agitating the erection of an elvtr.

Wallace, S. D.—Knut Ekse is now mgr. of the Farmers Elvtr. Co.

Hayti, S. D.—S. L. Myers is now mgr. of the Farmers Elvtr. Co.

Raymond, S. D.—O. O. Haugen is ass't mgr. of the Farmers Elvtr. Co.

Beresford, S. D.—Fire destroyed the elvtr. of J. J. Mullaney recently.

Warner, S. D.—We expect to reorganize soon.—C. A. Conlee, mgr. Farmers Elvtr. Co.

Lemon, S. D.—Chas. Buchele has resigned his position with the Empire Elvtr. Co.

Miller, S. D.—Farmers have formed an equity union and will build an elvtr. G. M. Water is pres.

Tyndall, S. D.—Walter W. Wagner has bot the elvtr., feed store and other property of Wm. McBurney.

Manchester, S. D.—B. G. Bjornson has installed a new cleaner in his elvtr.—Chas. Brooks, agt. Atlas Elvtr. Co.

Jefferson, S. D.—The report that we would open an office here is incorrect.—Larsen Grain Co., Sioux City, Ia.

Trent, S. D.—The estimated loss of the elvtr. of S. M. Sorenson, which burned Jan. 27, is \$12,000, partially covered by insurance.

Osceola, S. D.—The recently organized Farmers Elvtr. Co. has decided to build an elvtr., work on which will be started in the spring.

Marvin, S. D.—The 10,000-bu. elvtr. of W. H. Walters has been sold to a business man from North Dakota. Immediate possession was given.

Sisseton, S. D.—The new owners of the elvtr. and other property of the Sisseton Mfg. & Light Co. will operate under the name of Vaage & Judkins.

Sioux Falls, S. D.—Julian Scott, mgr. of the branch office of the Flanley Grain Co. at this city, was married recently to Miss Pearl Montanye, of Kansas City, Mo.

Watertown, S. D.—The recently organized South Dakota Farmers Co-operative Grain Terminal Co. will build a terminal elvtr. here at a cost of approximately \$1,000,000. Work will be started on it in the early spring.

Verdon, S. D.—The Farmers Union Grain Co. has let contract for an elvtr. to T. E. Ibberson. It will be equipped with a leg, automatic scale, 16x8 ft. scale fitted with full platform dump, a 10 h.p. engine, rope drive, manlift and Ibberson Bin Alarm System. Work will begin as soon as the frost is out of the ground in the spring.

## SOUTHEAST

Richmond, Va.—R. M. Smith & Co. and T. A. Sommers have withdrawn from membership in the Grain Exchange.

Elm Grove, W. Va.—Oliver Pryor, for a number of years in the grain and feed business here, died Feb. 9 of heart trouble.

Demopolis, Ala.—John C. Webb & Co., grain dealers, are installing new machinery and an up-to-date meal and bolting mill.

Portsmouth, Va.—S. D. Scott & Co. will build a fireproof brick and concrete warehouse on the site of its elvtr. which burned some time ago.

Montgomery, Ala.—John T. West, formerly a member of the West Grain & Elvtr. Co., is now acting as traveling solicitor for the Capital Grain & Feed Co.

Decatur, Ala.—We are putting in a corn sheller outfit to shell about 3,000 bus. daily. We will also handle all kinds of grain wholesale.—F. E. Taylor, mgr. Lyle-Taylor Grain Co.

Huntington, W. Va.—Gwinn Bros. & Co. will build a reinforced concrete annex to their plant and will install a grain drier and increase their grain storage capacity at a cost of \$25,000.

Atlanta, Ga.—The Atlantic Commercial Exchange has been organized and incorporated with a capital stock of \$2,500. The board of directors consists of T. J. Brooke, Joseph Gregg and others.

Summit Point, W. Va.—Wilmer Green, mgr. of the elvtr. of Wm. E. Reed & Son, of Charles Town, lost his right hand Feb. 1 when his son, who is deaf, started a newly installed corn sheller, before Mr. Green instructed him to do so.

Paint Rock, Ala.—We buy ear corn from the farmers of this section and shell it after which we sell. It is seldom that our section purchases corn but it always sells. We shipped from this point last season about 100 carloads of corn but will not ship so much this season at this time when we are selling. We handle no other grain.—C. M. Rousseau, of Butler & Rousseau.

Mobile, Ala.—Jos. F. Durham and his associates will improve and operate the elvtr. which they recently leased from the Mobile & Ohio R. R. The elvtr. will have a capacity of 250,000 bus. They will spend about \$40,000 on new machinery and other equipment, including three 1,000-bu. hopper scales, car mover for 16 cars, 3 power shovels, manlift, sprouting on track floor of elvtr., seven 12-in. steel marine loading spouts with pulleys, tackle, etc., one 70 h.p., five 40 h.p., and four 10 h.p. electric motors, belt trippers, three 12-in. telescope trolley spouts, and a 48-in. tubular boiler with 3½ in. x 12 ft. tubes.

## TENNESSEE

Shelbyville, Tenn.—The A. R. Nance Grain & Seed Co. has engaged in the grain and seed business here.

## MEMPHIS LETTER.

J. L. Nessly has been admitted to membership in the Merchants Exchange.—N. S. Graves, sec'y.

J. W. Jefferson, Jr., of the recently incorporated Bluff City Grain Co., and the Halliday Elvtr. Co., Cairo, Ill., have applied for membership in the Merchants Exchange.

Mr. Farabee and Mr. Hamner, formerly with the Roberts & Hamner Grain Co., have organized the Farabee-Hamner Co., and engaged in the general grain commission business, with offices in the Falls Bldg.

By order of the board of directors of the Merchants Exchange, any certificate of membership issued by the exchange from any which may be in its possession by being under the limit, which is 300, will cost \$500, altho a member may transfer his certificate to another at any price he may fix, the usual transfer and fixed fee applying.

## TEXAS

Crowell, Tex.—The Bell Grain Co. has filed certificates of dissolution.

Plano, Tex.—We are still handling corn at this point and at Frederick, Okla.—Hughston Grain Co.

Whitewright, Tex.—The Womack Mfg. Co., which sold its elvtr. and other property August, 1915, has been dissolved.

Taylor, Tex.—Three electric motors, of 115 h. p., have been installed by the Taylor Mfg. Co. to replace the steam power at its plant.

Vernon, Tex.—The Kell Mfg. Co., of Wichita Falls, will build a 50,000-bu. concrete fireproof elvtr. to replace its house which burned Jan. 27.

Harrold, Tex.—Harrold Elvtr. Co. incorporated; capital stock, \$5,000; incorporators, J. B. Ferguson, E. C. Knox and A. N. Treece. The company recently took over the elvtr. of the Robinson Grain Co.

Ft. Worth, Tex.—A 500,000-bu. addition to the elvtr. of the Ft. Worth Elvtrs. Co. will be constructed, giving the company a storage capacity of 1,000,000 bus. This addition will consist of 21 concrete tanks and will be used exclusively as a public bonded warehouse or elvtr.

John B. Pruder, of Chillicothe, has applied for membership in the Texas Grain Dealers Ass'n. Sumner & Deats, of Cleburne, have tendered their resignation as members and the Paris Fuel Co., of Paris, has been admitted to membership and not the Paris Feed Co. as was previously reported.—H. B. Dorsey, sec'y.

Galveston, Tex.—Reconstruction of the carrier house, of the Texas Star Flour Mills, for delivering grain from the elvtr. to ships, is practically completed. It is all steel, covered with corrugated iron, and was built at a cost of \$16,000. The company will also build another story to its warehouse to be used as an office.

## WASHINGTON

Spokane, Wash.—I. J. Minnick, deputy grain inspector, was killed Feb. 20 in a railroad accident at South Cheney, 17 miles from this city.

Seattle, Wash.—The grain com'te of the Merchants Exchange has voted to increase the differential between bulk and sacked grain from 3c to 4c a bu.

Walla Walla, Wash.—Farmers in this section held a meeting to discuss the handling of wheat in bulk and to consider plans for the erection of bulk grain elvtrs.

Spokane, Wash.—We have a warehouse and do a wholesale grain and feed business, handle dairy and poultry products, and have a feed mill in connection. F. J. Rielly is pres., F. H. Springer sec'y and A. D. Rielly treas., all active and holding the entire stock.—Central Hay & Grain Co.

North Yakima, Wash.—The Spokane Grain Co., of Seattle, will establish its principal Yakima office here as soon as warehouse facilities can be secured. Chas. H. Shields, representing the company, at Toppenish, will move to this city. Branch offices will be continued at Toppenish, Sunnyside, Mabton, Wapato and other points. The company's stock of grain and hay will be transferred to this place and the business of buying and selling grain, hay, produce and poultry will be continued under Mr. Shields' direction.

## WISCONSIN

Hubertus, Wis.—Joseph Schmitt owns and operates the elvtr. at this place.—X.

Poskin Lake sta. (Paskin p. o.), Wis.—The Farmers Grain Co. does not operate an elvtr. here.—X.

Durand, Wis.—The Pfeiffer Grain & Seed Co. has succeeded the Pfeiffer Lumber Co. F. G. Pfeiffer is mgr.

Madison, Wis.—Mochman Grain & Produce Co. incorporated; capital stock, \$10,000; incorporators, Henry, Fred and Julius Mochman.

Superior, Wis.—Employees of the Wisconsin Grain & Warehouse Commission, to the number of 30, banqueted at the Hotel Superior on Feb. 12. This was the first banquet held by the employees and was such a success that they decided to make it an annual event.

Cylon, Wis.—Dick Reimeke, employed by Arthur Martin, mgr. of the Cylon Elvtr. Co., as a farm hand at \$20 a month, recently drew a gun on the mgr. and compelled him to make out a check for him for \$25, at the same time robbing him of \$12. He managed to escape with a horse, stolen from another man.

Superior, Wis.—The report that we intend to build here is incorrect. We have been incorporated with a capital stock of \$700,000 and have operated our elvtr. here for the past 3 years, in addition to operating 2 other plants at this city and Owensboro, Ky.—J. B. De Haven, of American Mfg. Co., Peoria, Ill.

Glover sta. (River Falls p. o.), Wis.—The elvtr., owned by Jameson, Hevener & Co., of St. Paul, Minn., containing 2,000 bus. of grain, was totally destroyed by fire Feb. 1. The fire was caused by the accidental overturning of a lantern. Elliott & Wasson, of River Falls, are the usual buyers, but at the time of the fire Mr. Pritchett, a farmer, was in charge.



Chippewa Falls, Wis.—The Consolidated Mlg., Elvtr. & Power Co. has sold the site on which its elvtr. stands and will move the building to another location. It is not located on the railroad.

## MILWAUKEE LETTER.

The Lyman-Joseph Grain Co. has installed a new metal grain drier in its elvtr.

Richard C. Jones, of the Rialto Elvtr. Co., has been elected to membership in the Chamber of Commerce.

The Milwaukee Grain & Feed Co. will build a 3-story reinforced concrete and brick building, to cost \$25,600.

The Chamber of Commerce has decided that the proposed establishment of a market for trading in rye futures in Milwaukee would not be successful.

M. D. Marlett is now local mgr. for E. Lowitz, succeeding Arthur Keyser, who has been transferred to the company's headquarters at Chicago, Ill.

The publicity com'te of the Chamber of Commerce, consisting of W. P. Bishop, W. A. Hottensen, Stuart Hyde, E. J. Grimes and H. A. Plumb, has been reappointed for this year.

Members of the Chamber of Commerce Feb. 23, voted to increase the rate of commission for receiving and selling corn from  $\frac{1}{2}$ c to  $\frac{3}{4}$ c per bu., effective immediately. The amendments relative to the government of traveling solicitors and inspection rules did not pass.

## WYOMING

Carpenter, Wyo.—The Farmers Co-operative Grain Co. is the only company operating an elvtr. here.—E. G. Underwood, pres.-mgr.

Laramie, Wyo.—U. G. Holley, of Denver, Colo., has bot the elvtr. and other property from the Crystal Ranch Co. This plant was formerly operated by the Overland Cereals Co.

THE LARGEST TRACK SCALE in the world has recently been installed at West Albany, N. Y., by the New York Central Ry. The scale is 100 ft. long, and has rigid deck construction with provision for a 5-ft. protective overlap at each end, thus giving a 90-ft. weighing rail. The scale is built in six sections and each section is designed for a concentrated load of 275,000 lbs.

C. B. PIERCE, of Chicago, chairman of a com'te appointed by Pres. Hoit of the Council of Grain Exchanges, on doing away with the practice of adding moisture to grain, has presented a report stating that he had conferred with the officials of the U. S. Dept. of Agriculture at Washington and learned that the government was willing to assist in preventing this fraud.

## Exports of Feeding Stuffs.

Exports of feeding stuffs during November, 1915, compared with November, 1914, and during the 11 months ended Dec. 1, 1915, compared with the corresponding period ended Dec. 1, 1914, according to the report of the United States Bureau of Foreign and Domestic Commerce, were, in tons, as follows:

	November, 1914.	1915.	11 mos. ended 1914.	Dec. 1, 1915.
Bran and middlings	1,333	1,881	3,760	17,422
Dr. grns. and mlt. sps.	47	118	29,163	1,876
Mill feeds	4,186	1,338	41,031	16,564
<b>OIL CAKE AND OIL CAKE MEAL (LBS.).</b>				
Corn	6,265,158	726,000	47,673,366	28,222,019
Cottonseed meal	38,342,025	11,382,615	104,198,038	157,513,122
Linseed or flaxseed	60,786,748	46,566,673	440,387,183	554,416,469
All others	1,856,550	640,145	11,070,808	17,078,553

## Feedstuffs

MILLERSBURG, O., Feb. 18.—Feed business has been slow but getting better.—J. D. & J. L. Miller.

THE AGRICULTURE DEP't of Pennsylvania has entered suit against 14 feed and flour dealers for selling adulterated goods.

THE WORD "Bucco" has been registered by the Buckeye Cotton Oil Co., Cincinnati, O., as a trade mark for its cotton seed feed.

DODGE CITY, KAN.—The Dodge City Alfalfa Mlg. Co. has not chosen a successor to H. A. McCord, who recently resigned as mgr.

THE NORTH STAR FEED & CEREAL Co.'s mill, one of the landmarks in the milling industry of Minneapolis, was recently sold to the Washburn-Crosby Co.

THE AMERICAN ASS'n of Cereal Chemists held a mid-winter meeting in Wichita, Kan., Feb. 4 to 5 to discuss and adopt methods for several laboratory tests.

HOUSTON, TEX.—We are rebuilding our alfalfa mill which was destroyed by fire last year, and are using concrete and tile for the construction of the building this time.—South Texas Grain Co.

A DESIGN representing a young lady throwing feed from a pan to a rooster with mate and brood of chicks has been registered by Shal & Trusdell Co., Brooklyn, N. Y., as a trade mark for scratch and chick foods.

WHEATLAND, WYO.—The Wheatland Alfalfa Milling Co. is now under the management of H. G. Strafford, who took charge the first of the month. Nixon G. Elliott, former manager, has returned to Colorado to take care of other interests.

THE AVONDALE ALFALFA Milling & Elevator Co., now operating at Avondale, Colo., will begin construction work on an alfalfa mill at the new town of Crowley on a site recently purchased for that purpose, to have it completed by Aug. 1.

BALLARD & BALLARD Co., Louisville, Ky., has registered the words "Ballard's" and "Afrecho" as a trade mark for mill feed, better known under the name of "Farm Feed." The word "Ballard's" is set in the top half and "Afrecho" in the bottom half of a circular band, which bounds an inner circle enclosing a design of Egyptian origin.

UPON ADVICE from the Agricultural Experiment Station conducted by Purdue University at Lafayette, Ind., for inspection of goods for shipment under the Feeding Stuffs Law of the State, 449 shipments weighing 1,626,912 lbs., representing 219 manufacturers, were withdrawn from sale in 379 towns. In addition to this there were 987 other shipments withdrawn, making a total of 1,436 removed from sale during the year.

AT A CONFERENCE of feed men at Binghamton, N. Y., on the 10th and 11th, a resolution was adopted requesting the agencies having supervision of the managers of farm buros working under the direction of the United States Dept't of Agriculture to require them to cease the carrying on of any purely business undertakings for members of organizations or organizing direct wholesale buying units, a practice which has been carried on to the detriment of the retail feed dealers.

SIoux CITY, IA.—We are making some improvements, building a 40x80 ft. flat-house, putting up 4 grain storage tanks, installing 2 driers, coolers, degerminators, aspirators, attrition mill, rolls and other equipment which will likely increase our feed capacity and enable us to put our feed out in good dry condition so that it will stand long shipments.—Wm. Slaughter, of Akron Mlg. Co.

ONE OF THE LARGEST feed companies in the state of Vermont has been found guilty of selling feed by weighing the bag and contents for 100 lbs., and the company's business was so extensive that, thru this illegal method, there was a difference of \$12 per day, or over \$3,000 per year. C. G. Carpenter, State Commissioner of Weights & Measures, compelled them to correct their method.

THE INTERSTATE COMMERCE COMMISSION has recently concluded a hearing at New Orleans on the proposed advance in freight rates on grain and mixed feeds from New Orleans to points in the Carolinas, and a decision in the matter will be given in the spring. It is contended by many dealers, prominent produce men and others, that this increase, ranging from 5c to 18c per 100 lbs., will kill the business in New Orleans and shift it all to Memphis.

THE United States Dept. of Agriculture has issued notice of a hearing to be held at the Bureau of Chemistry in Washington, to consider arguments for further postponing the order forbidding the use of guaranty legends and serial numbers on labels of foods and drugs, which is to become effective Nov. 1, 1916, unless further postponed. Some manufacturers and dealers have still a large number of these labels on hand. All interested are invited to be present or to submit arguments in writing to the Chief of the Bureau of Chemistry.

THE PRAIRIE STATE MILLING Co., Chicago, Ill., has registered the following as trade marks for various brands of feeds: A Prairie State brand of poultry food is represented by a diamond shaped design showing three young chicks in the center of it and bounded by a black border. Another brand is represented by the word "Garland" written in black letters over a wreath enclosing a white space upon which are pictured the three young chicks. The word "Emerald" in heavy black type is used, together with the picture of a heavy Percheron horse for a brand of horse feed.

RESOLUTIONS have been adopted by the Louisville Board of Trade and the Lexington, Ky., Chamber of Commerce, opposing the State Senate Bill No. 225, proposing to transfer the control of feeding stuffs from the State Experimental Station at Lexington to the State Dept. of Agriculture. Both resolutions maintain that the change would involve unnecessary expense as the Experimental Station has so far done good work, and being located at the State University affords an opportunity for the students to enjoy the advantages offered thru the analysis of food specimens.

IN SPAIN there were 10,036,800 acres planted to wheat in 1915 which yielded 4,178,975 tons; 3,786,413 acres to barley, yielding 1,986,331 short tons; 1,402,893 acres to oats, yielding 591,186 tons, and 1,820,146 acres to rye, giving a crop of 730,866 tons. The yield for 1914 was as follows: Wheat, 3,482,696 tons; barley, 1,734,536 tons; oats, 499,636 tons; and rye, 674,140 tons.



## Grain Carriers

THE C. N. RY. has raised its embargo on grain shipments to Port Arthur.

THE B. & O. RY. has recently placed an embargo on all grain from all points to Baltimore.

THE C. & N. W. RY. is considering the purchase of 3,000 steel frame box cars of 40 tons capacity.

THE INTERSTATE COMMERCE Commission has scheduled for hearing at Buffalo before Examiner Gerry on March 13 the case involving grain transit rules at Buffalo.—P.

FIVE CARS, one of which was loaded with 6,500 bus. of wheat, were badly damaged on the Boston and Albany recently and rolled down the embankment, where they were left.

THE MISSOURI PACIFIC has filed suits in federal court against the Updike Grain Co. and the Waterloo Creamery Co. for recovery of alleged undercharges in freight shipments.

THE SWEDISH STEAMER "Tyskland" was found to be leaking in one of the holds, after being loaded with grain at Baltimore for a Scandinavian port, and was placed in a drydock for repairs.

THE EMBARGO placed upon export grain for elevators A and B of the Galveston Wharf Co., will be raised by the Gulf, Colorado & Santa Fe Ry., because of brighter prospects of alleviating the car congestion in Galveston.

THE LEHIGH VALLEY Railroad has secured preliminary injunction restraining the Interstate Commerce Commission from enforcing orders relative to operations of vessels on the Great Lakes. A final hearing of this matter will be held March 17.

A PETITION asking for a rehearing of the export grain rate increase case has been received by the Interstate Commerce Commission from representatives of the railroads in which they declare that the decision claiming the increases unwarranted was not justly drawn on the evidence presented.

GALVESTON, TEX.—The case of the United States vs. the Fort Worth Elevator Co. and its pres., Jule G. Smith, charged by indictment with false billing in violation of Sec. 10 of an act to regulate commerce, has been dismissed on motion of the United States District Attorney. The indictment was returned in the June term, 1915.

CAR SHORTAGE is causing hardships in many points in Kansas. At Liberal all elevators are filled and it would take about 200 cars to relieve the congestion at that place. Some of the grain has been piled on the ground because the dealers have not wished to disappoint the farmers who brought their grain a long distance to market.

RIGHT TO EXAMINE CORRESPONDENCE between shippers and railroad companies was denied the Interstate Commerce Commission in a decision of Judge W. C. Van Fleet in the United States District Court at San Francisco recently, when the receiver of the Western Pacific Ry. submitted a demand by the commission to look into correspondence concerning claims paid to the California Fruit Distributors' Ass'n. Right was given to examine records.

AN EMBARGO has been maintained by the C., B. & Q. against wheat shipments from Nebraska, and cars have been furnished for corn only on account of the dangerous condition of the corn. The embargo was raised Feb. 24.

AN INCREASE of one cent per 100 lbs. in export rates on wheat from the northwestern part of Oklahoma to Galveston has met with a protest from the Oklahoma Millers' Ass'n, who claim that it is discriminatory and unreasonable. A hearing of the matter before Examiner Marshall has been set for March 8 at Oklahoma City by the Interstate Commerce Commission.

JOINING the campaign for greater efficiency the Transportation Department of the Chicago Board of Trade is sending out cards in red ink urging shipper to "HELP BUSINESS. Business requires freight cars to move business. Release freight cars immediately regardless of the free time limit and insist that the railroad move them promptly. This will help the car supply and help you."

CAR SHORTAGE in the southwest is assuming serious proportions, the Rock Island reporting that orders at Kansas City alone indicate a shortage of 250 freight cars. The Missouri Pacific is short several hundred cars; also the Burlington. The Missouri, Kansas & Texas Ry., is barely able to fill orders, and tho the Santa Fe is in relatively the best condition it is not comfortably supplied with cars.

A PROPOSITION for next season's grain business on the Great Lakes will be made by the Grain Clearance Corporation at a joint meeting of the corporation and committees of the Lake Carriers' Ass'n and the Dominion Marine Ass'n, to be held about March 1, according to plans made at a recent meeting of the directors of the corporation in Buffalo. It was learned at a recent annual meeting that the Lake Carriers' Ass'n reported a loss of \$10,000 during the season of 1915, and the L. C. A. has agreed to make arrangements for the season 1916 that will prove more satisfactory financially to the Grain Corporation.

GALVESTON, TEX.—About 40,000 bus. of wheat were damaged by sea water when the British vessel Clematis was rammed by the American steamer El Monte in the Galveston harbor recently during a thick fog. The Clematis carried 185,000 bus. of wheat for the Commission for Relief in Belgium. The El Monte was bound for New York with a cargo of cotton and general feedstuffs. The Galveston Stevedore Co. has been awarded the contract to remove the grain from the Clematis, which will be shifted from Pier 20 to Pier C, and the grain will go into the Southern Pacific elvtr. for conditioning and drying.

FEARING that car shortage will result in a loss of more than \$2,500,000 to Central Illinois farmers, E. M. Wayne of Delavan, a director of the Illinois Grain Dealers Ass'n went to New York to confer with the Interstate Commerce Commission and the American Railways Ass'n on Wednesday, Feb. 24. "The car shortage is extremely dangerous," said Mr. Wayne, "not only to grain dealers and farmers but also to manufacturers. Country elvtrs. are now full of corn that contains too much moisture to carry safely thru the warm spring months. They cannot take anything more from the farmers even tho they have contracted for it."

THE NEBRASKA STATE Railway Commission has recently mailed the following circular letter to all railroad companies and shippers: "The underloading of cars by shippers contributes materially to car shortage conditions. During a recent period a movement of 203 cars of grain discloses that 143 cars would have carried the whole shipment if loading had been made to full capacity. Here was an unnecessary loss of the service of 60 cars. Shippers can greatly aid in this time of stringency by not specifying size of car when ordering and loading cars furnished to full capacity."

GRAIN TONNAGE for opening shipment is in good demand in the Lake Superior trade, and in order to get capacity to load during the first ten days the shippers were forced to bid the rate up to five cents. Shippers are looking for boats that are in the rivers or at upper lake ports, as they will be able to leave early, and tho' some managers show a dislike for chartering so far ahead for fear they may not be able to qualify on account of ice conditions, the indications are that available vessels will be lined up long before the start. The two American ships at Fort William that have been held for 7 cents a bushel on grain to be delivered in the spring have been chartered for 6½ cents. This is probably the highest rate ever paid on winter storage and spring delivery since the steel ship became the predominating type on the lakes.

WHEAT CONGESTION is prevalent in many ports of the south at present on account of a movement to seaboard of an enormous crop for export and the lack of ocean tonnage. In a recent report Mr. J. H. Keefe, ass't mgr., of the Gulf, Colorado and Santa Fe Ry., shows that there were 1,964 loaded cars on hand at Galveston (Gulf, Colorado & Santa Fe only) on Jan. 24, 1916, compared with 227 cars on the corresponding date two years ago. Commenting on the congestion at Galveston Mr. Keefe maintains that it is brought on largely by the failure of grain shippers to provide in advance for ocean tonnage, and suggests that the time is ripe for some action looking to the assessment of shippers for demurrage on cars held under load at seaports because tonnage has not been provided, claiming that this practice relieves the shippers from paying elevator charges for storage as well as from carrying insurance on grain, and is unjust to the railroads who are the losers thereby.

THE GREAT LAKES TRANSIT Co. has recently been organized to control 85% of the passenger, packet freight and grain steamships navigating the great lakes. The capitalization of the company will be \$20,000,000. The company's fleet will comprise thirty-five vessels with a freight capacity of 150,000 tons. The ships purchased include all except six of those which have been operated on the lakes by the Pennsylvania, New York Central, Erie, Delaware and Lackawanna, Lehigh Valley and Rutland railroads, who were compelled to relinquish them under the section of the Panama canal act forbidding rail lines to own competing water routes. Among the fleets acquired was that of the Mutual Transit Co. of Buffalo, the stock of which was owned jointly, in equal amounts, by the Lehigh Valley, New York Central, Erie and Lackawanna railroads. Headquarters of the company will be in Buffalo. W. J. Connors of that city was elected chairman of the board of directors. James Carey Evans will be pres.



A MARKED DECREASE in the surplus of idle cars is shown by the monthly figures of the American Railway Ass'n, indicating that railroad earnings are running high, due in large measure to the greater amount of high class freight handled. On Feb. 1 there was a net surplus of 31,485 cars, compared with a surplus for Jan. 1 of 47,081, and 226,641 for Feb. 1, 1915.

A BILL AUTHORIZING the President to transfer to the Dept. of Commerce all naval auxiliaries not needed, in order to relieve the congested shipping situation, has been introduced by Congressman Byrnes of South Carolina. The Department of Commerce may lease the vessels to any corporation or individual citizen of the United States wishing to use them in the coastwise or foreign trade, on terms subject to the approval of the President.

A DECISION of vital importance to hundreds of grain and livestock shippers in Kansas was recently rendered by the State Supreme Court in a case brought by the Stockton Elevator & Shipping Ass'n of Rooks County, against the Missouri Pacific Ry. The elevator company furnished grain doors for a number of cars billed to Kansas City, Mo. Most of them were unloaded in Kansas, altho billed across the line. The court ruled that it was interstate commerce, and litigation growing out of it was subject matter for the federal courts.

THE LASER GRAIN Co., Clarksville, Ark., was recently found guilty on four counts in an indictment on charges of making false claims to the Iron Mountain Ry., on four cars of peaches shipped from Arkansas, one each to Minneapolis, Richmond, Indianapolis and Harrisburg, and a fine of \$250 on each count was imposed by Judge Dyer of the United States District Court. It was found that the company charged \$1 for peaches that should have been sold for 80c a bus., 90c for peaches invoiced at 65c, and \$1 for peaches invoiced at 70c, and 95c for peaches invoiced at 85c.

THE INTERSTATE COMMERCE COMMISSION has ordered the following refunds: Mo. K. & Tex. Ry., \$19 to Fox Bushfield Grain Co., and \$4.98 to Langenberg Bros. & Co., for failure of the Ry. to make elevation allowances at East St. Louis on cars of corn handled thru the East St. Louis elevator and reshipped to Texas points; P. B. & W. Ry., \$88 to R. Y.

Wallen for overcharges on corn from Maryland to Delaware; St. L. S. W., waiving collection from W. M. Miller & Son of \$81 on oats from Millers to St. Louis; Pa. Ry., \$2 to Clinton Co., for overcharge on corn from Iowa to Oregon.—P.

ELEVATORS at the Canadian Head of the Lakes are practically full, there being 32,659,000 bus. in store. Of this amount 22,350,000 bus. is wheat. At the same time last year there was but 10,800,000 bus. awaiting shipment. In the Fort William harbor there is 1,900,000 bus. of grain afloat for spring delivery. With the Jenkins and Shaughnessy loaded the amount will be increased by approximately 640,000 bus.—N.

EXCESSIVE SMUT in a car of wheat from Idaho led to its condemnation by the government pure food inspector at St. Louis recently. The grain had been inspected as No. 2 and weighed 63 lbs. per bu.

SIBERIA's grain trade is being rapidly organized and the country is developing in the direction of modern agricultural methods. Altho it has been decided to erect elevators at various points thruout the province with money from the national treasury, the rural co-operative societies have built many elevators at their own expense as the trade was suffering considerably from the lack of storehouses. A 1,600-ton elevator is completed at Alexeyesk equipped with all necessary grain-drying and cleaning appliances, another is being built at Kochnevo of 6,025 tons capacity, and a large one is proposed for the town of Novo-Nikolaievsk of 16,700 tons capacity.

## A Mammoth Grain Cleaner.

The grain elevators of Baltimore are equipped with a remarkable new cleaning machine not found at other ports or in the West. The machine was invented, built and installed by A. Wilford and is distinguished for its size and capacity. Those in the Western Maryland Elevator and the Baltimore & Ohio Elevator are 14 ft. high, 14 ft. long, with a 10-ft. front, and will blow 10,000 to 15,000 bus. per hour.

The machine is equipped with three sets of screens, 9x12, built in 5 sections each, the screens being hand-made of the very highest grade of ash. The first of the screens is a scalper of 3/8 inch mesh; one screen is four mesh and one 12 mesh.

The shaft shaking the screens is 3 15/16 ins., running 280 r. p. m., and the fan shaft is 3 7/16. One motor of 30 h. p. will run the machine, or two of 15 h. p. each can run the screens and the fan separately. The fan is 6 ft. in diameter, with a speed of 500 r. p. m. Spouts connected to openings under the machine deliver to bins and hoppers as desired. One opening, 18 ins. in diameter, is for grain, and three openings, 10x12, are for screenings.

Handling 35,000 bus. in 10 hours this machine will give four samples, of screenings and of dust, after passing thru 7 distinct air shafts. Blowing and screening over one screen this machine has a capacity of 8,000 to 9,000 bus. per hour. Smaller machines of the same type are made in sizes from one foot up, and they are made with or without metal covering. Additional information regarding this machine, which is shown in the engraving, will be furnished to readers on application to the manufacturers, A. Wilford & Co.

## Supply Trade

LINCOLN, NEB.—Geo. H. Birchard, elvtr. builder, has returned from a two months' vacation in Honolulu.

SILVER CREEK, N. Y.—The annual banquet of the Invincible Grain Cleaner Co. was held on Feb. 3, 175 officers, employees and other guests being present.

MILWAUKEE, WIS.—W. J. Reynolds, recently with the Barnard & Leas Mfg. Co., is now connected with the sales department of Allis-Chalmers Mfg. Co.

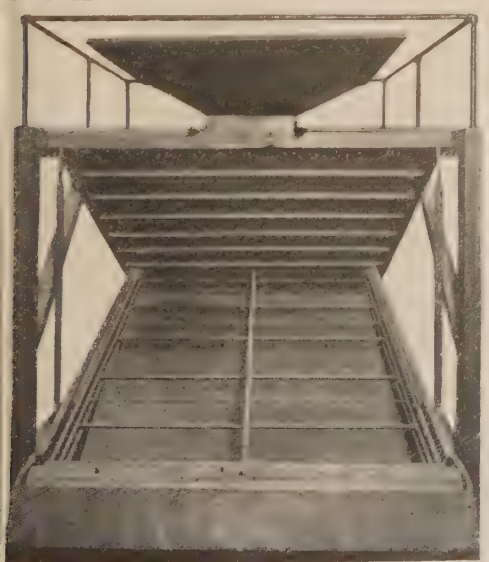
OWENSBORO, KY.—M. E. Rozelle, former representative of the Great Western Mfg. Co., is now sec'y and sales manager of the Anglo-American Mill Co.

LINCOLN, NEB.—Cushman Motor Works has just completed a 60x120-ft. addition to its machine shop. A 60x150-ft. addition to the painting and shipping room is now under course of construction.

SILVER CREEK, N. Y.—H. C. Purvine, former head miller of the Twin City Mills, Bristol, Tenn., is now connected with the Invincible Grain Cleaner Co. which company he will represent in the territory tributary to Bristol which will be his headquarters.

MINNEAPOLIS, MINN.—The following firms have recently installed Englehart Flexible Spout Holders: Petrel Equity Exchange, Petrel, N. Dak.; Occident Elevator Co., Foxholm, N. D.; New Richmond Roller Mill Co., New Richmond, Wis.; Kismet Equity Exchange, Kismet, Kan.; Offerle Grain & Stock Co., Offerle, Kan.; Oyens Co-operative Co., Oyens, Ia.; Cissna Park Gr. & C. Co., Cissna Park, Ill.; Consolidated Gr. & C. Co., Cissna Park, Ill.; B. A. Pille, Maple River, Ia.; A. H. Graham, Norwood, Ill.; Aulwes & Everson, Lennox, S. D.; Lynn Lumber & Gr. Co., Hayesville, Ia.; Neibuhr & Son, Fall Creek, Wis.; Farmers U. Gr. Co., Aberdeen, S. D.; Farmers Elev. Co., Kaylor, S. D.; Luckey Elevator Co., Luckey, Ohio; Gorham & Newport, Wauponsee, Ill.; H. Lambert Co., Beaverville, Ill.; Red Willow Equity Exchange, Red Willow, Neb.

HESS GRAIN DRIERS and Conditioners are going well in these days of soft corn and mild weather. Among recent sales are the following: Norris Grain Co. (second purchase), Chicago, Ill.; Lyman Joseph Grain Co. (second purchase), Milwaukee, Wis.; Trans-Mississippi Grain Co. (fourth purchase), Burlington, Ia.; Trans-Mississippi Grain Co. (fifth purchase), Council Bluffs, Ia.; Union Depot Elevator Co., Detroit, Mich.; Geo. A. Bremer, Freeville, N. Y.; Langenberg Bros. Grain Co., St. Louis, Mo.; Ralston Elevator & Mfg. Co., Ralston, Neb.; Woodford Elevator Co., Woodford, Ill.; Gooch Mfg. & Elevator Co., Lincoln, Neb.; Hord Land & Cattle Co., Central City, Neb.; Aurora Elevator Co., Aurora, Neb.; Graymont Farmers Elevator Co., Graymont, Ill.; Bodman & McConaughy Grain Co., Holdrege, Neb.; Cook Lbr. & Grain Co., Cook, Neb.; Nebraska Corn Mills, Milford, Neb.; Farmers Elevator Co., Penfield, Ill.; Babcock & Hopkins, Rensselaer, Ind.; C. Herbert Coy Seed Co., Valley, Neb.; Independent Oil-Fertilizer Works, Columbus, Miss.; Kingston Mfg. Co., Kingston, O.; Wm. Rennie Co., Toronto, Ont.



The Wilford Grain Cleaner.



## Supreme Court Decisions

**Arbitration.**—Altho the law favors the settlement of disputes by arbitration, it will compel parties to resort thereto only when the terms of their contract are clear and certain in showing that they had such intention.—*Russell v. Yesler*. Supreme Court of Washington. 154 Pac. 188.

**Non-Delivery of Telegram.**—That the addressee of a telegram did not present his claim for damages for non-delivery thereof to the company within 60 days after the sending of the message did not preclude him from recovering for the damages suffered, where neither the telegram nor the money were delivered; an entire omission to deliver the telegram not constituting a mere "delay" in delivery within the statute.—*Mueller v. W. U. Tel. Co.* Supreme Court of Iowa. 155 N. W. 827.

**Title to Elevator Site.**—Where a contract, under which the title to an elevator site was conveyed to a grain dealer for the erection of an elevator, contains the provision that, "in case the elevator burns or is otherwise destroyed," grantee "will rebuild the same within a reasonable time, or failing to thus rebuild, reconvey the real estate" to the grantor, the title of the grantee cannot be forfeited for not rebuilding, until the lapse of a reasonable time after the destruction of the elevator.—*Nye-Schneider-Fowler Grain Co. v. Hopkins*. Supreme Court of Nebraska. 155 N. W. 1097.

**Carrier Liable for Damages.**—In an action against a common carrier for a failure safely to transport and deliver goods committed to it by a shipper, the carrier having received the shipment in good order and delivered it to the consignee or the transferee of the consignee in a damaged condition, particular acts of negligence need not be alleged, and, if alleged, may be treated as surplusage. *Louisville & Nashville Railroad Co. v. Warfield*, 129 Ga. 473, 59 S. E. 234; *Southern Express Co. v. Bailey*, 7 Ga. App. 331, 66 S. E. 960.—*Cent. of Georgia Ry. Co. v. Stamps & Co.* Court of Appeals of Georgia. 87 S. E. 702.

**Shipowner's Lien.**—A time charter of a ship containing a provision giving the owner a lien on "all cargoes" for charter hire, with a further provision giving the charterer the right to sublet, has the effect of giving the owner the benefit of the ship's maritime lien for freight on all cargoes, whether carried by the charterer or a subcharterer, although such right might otherwise be deemed to have been waived by other provisions, such as one requiring payment of the charter hire at stated times in advance.—*Jebsen v. A Cargo of Hemp*. U. S. Dist. Court, Massachusetts. 228 Feb. 143.

**Duty to Furnish Cars.**—Rev. St. 1909, § 3108, provides that every railroad upon the written application of any shipper must furnish cars, and that for failure to do so the company shall pay the shipper \$1 a day for each car. Section 3116 declares that section 3108 is a supplemental law, not intended to repeal, modify, or affect any law concerning the shipment of freight, or any other law concerning common carriers, unless in direct conflict therewith. Shippers made verbal demand for cars upon defendant railroad, which were not furnished, and sued. Held, that they could recover for breach of the road's common-law duty to furnish cars, since section 3116 kept alive their common-law right of action in the absence of direct conflict in section 3108 with the common law, which was not the case, as such section merely prescribes, in addition to the common-law measure of damages, a penalty for failure to furnish cars when the application therefor has been in writing.—*Raper v. Lusk*. Springfield Court of Appeals, Missouri. 181 S. W. 1032.

**Carrier's Liability as Warehouseman.**—The liability of a terminal carrier in an interstate shipment for a loss due to its negligence while the goods were in its possession as warehouseman at the place of destination must be regarded as controlled by a limitation to an agreed valuation made to adjust the rate contained in the uniform B/L issued by the initial carrier, in view of the provisions of the Hepburn act of June 29, 1906 (34 Stat. at L. 584, chap. 3591, Comp. Stat. 1913, § 8563), enlarging the definition of the term "transportation" so as to include all services rendered in connection therewith, and of a provision of the B/L that "every service to be performed hereunder" is subject to all the conditions therein contained.—*C. C., C., & St. L. Ry. Co. v. Edward Dittlbach*. Supreme Court of the United States. 36 Sup. Ct. Rep. 177.

**Carrier's Liability for Flood Damage.**—A merely negligent delay in transporting goods, which delay causes the goods to be at a point in transit where they are injured or destroyed by an unprecedented flood that could not have been foreseen at the time of the delay, does not render the carrier liable for the direct consequences of the flood upon the goods, if there be no malconduct by the carrier, and negligence of the carrier in providing reasonably safe and adequate facilities for and attention to the safety of the goods does not directly contribute to the injury, even though the goods would not have been at the point where they were injured, and would have escaped the flood but for the negligent delay of the carrier at a time when the flood could not have been foreseen. Such an injury is not an ordinary natural sequence of the delay.—*Seaboard Air Line Ry. Co. v. Mullin*. Supreme Court of Florida. 70 South 467.

**Warehouseman.**—A warehouseman, after notice from the owner of land that his tenant would deliver grain for which storage tickets should be issued to the owner, delivered a cash ticket for the grain to an employee of the tenant, who converted the proceeds to his own use after forging the owner's name. Held, that the warehouseman, being unable to return the grain, was liable to the owner for its value, since the employee was not a subagent of the owner under Civ. Code, § 1476, defining the status of a servant, and section 1656, defining an "agent" as one who represents another in dealings with third persons, and since also the warehouseman had notice of the facts, and that the landowner was entitled to the ticket. In such case the doctrine that, where one of two innocent parties must suffer, he who made it possible for his agent to defraud should not recover, does not apply, the negligent act of the warehouseman, after notice, being the sole cause of loss, though he, in fact, acted in good faith.—*Johnson v. Geo. C. Bagley Elevator Co.* Supreme Court of South Dakota. 156 N. W. 76.

**FREE WHEAT** from Canada to the United States was killed for a year Feb. 23 in the Canadian Parliament.

THE GRAIN GRADES ACT will undoubtedly pass the lower house of Congress, but may not be taken up in the Senate on account of other pressing business, is the opinion of W. O. Timmerman, vice pres., Minneapolis Chamber of Commerce, who after a recent visit to Washington, said: "I understand the senators and representatives are being bombarded with telegrams urging passage of the grain grades act. The receivers' ass'n of Minneapolis and Duluth have indorsed the bill, but there is strong opposition from the state railroad and warehouse commission. Senator Knute Nelson of Minneapolis and Senators A. J. Gronna and P. J. McCumber of North Dakota are against it. The commission interests feel that it would be an excellent thing if a car of grain grading No. 1 in Minneapolis should so grade in every other market in the country."

## Arbitration Decision Against Both.

The recent decision by the Arbitration Com'te of the Grain Dealers National Ass'n, composed of D. I. Van Ness, Elmer Hutchinson and E. C. Eikenberry, in the case of Howe Grain & Mercantile Co., of Howe, Tex., plaintiff, against Lee D. Jones, of Memphis, Tenn., defendant, should teach dealers to observe carefully all their obligations toward the other party to the transaction in order to have any standing before the arbitration com'te.

Plaintiff on Aug. 5, 1915, sold defendant 3 cars of No. 3 or better Texas red oats at 49½ cents, sacked and delivered Memphis, Tenn.; terms, arrival draft, B/L attached, Memphis official weights to govern; time of shipment, en route.

Twice defendant wired for car numbers, but plaintiff failed to give the information. Invoices mailed by plaintiff Aug. 10 were received Aug. 12 and it was discovered by Chief Inspector Gardner that the cars named had been inspected Aug. 9 for the account of J. M. Williams & Co., of Memphis, to whom they had been billed order notify.

The plaintiffs nowhere give reasons for the billing of these shipments to J. M. Williams & Co., and they submit no evidence to show that any instructions were issued to the delivering carriers that might result in the delivery of these cars on contract to Lee D. Jones, but they contend that it was the duty of Mr. Jones to hunt down these cars and secure delivery.

On or about Aug. 17 the plaintiffs discovered car No. 12272 to be an error, and they furnished corrected invoice for car No. 8273 instead. Subsequent investigation disclosed the fact that this third car was inspected on Aug. 9, also for the account of J. M. Williams & Co.

This information reached the defendant on August 20, but in the meantime, on Aug. 18, on the discovery of the facts set forth above relating to cars No. 14656 and No. 5832, the defendant refused to accept the cars on contract, and offered to handle for the shipper's account, advising that 45 cents a bushel was the best price to be obtained. The plaintiffs insisted that the contract had been filled, and they ordered the cars to the elevator for unloading, accepting the defendant's price of 45 cents a bushel as the basis for a claim of 4½ cents a bu. loss on 3,169.17 bus. of oats, the claim amounting to \$142.63.

The defendant denies liability, contending that the plaintiffs breached the contract by failure to provide for delivery on arrival, and by not having furnished railroad routing of shipments. His contention as to the failure to furnish original and negotiable Bs/L has no bearing on the case, as the drafts with papers attached did not reach Memphis until Aug. 19, while the defendant had wired the plaintiffs on Aug. 18 his refusal to accept under terms of contract.

The defendant in turn sets up a counterclaim for \$142.63, representing 4½ cents a bushel on 3,169.17 bus. of oats which he had bought of the plaintiffs, and which he could have sold on Aug. 9, the date of inspection of the cars in question, for 54 cents a bus., thus realizing a profit in the amount named. The com'te holds:

That the plaintiffs, having a knowledge of the cars en route, should not only have furnished the defendant promptly with the correct car numbers, but should have arranged with their agent, the carrier, for the proper delivery of the shipments in question, and the proper notification of the defendant on delivery.

That while failure to arrange such delivery and notification may not have vitiated the letter of the contract, yet the delay consequent in locating the shipments resulted to deprive the defendant of the benefit to be derived from quick delivery, which he had a right to expect on grain bought en route to his market.

That the counterclaim of the defendant is based on presumptive profit from the sale of the oats at the time of inspection, which, altho the actual time of delivery, was in no wise guaranteed by the original contract, and that the plaintiffs in no manner by the terms of their contract either guaranteed the profit to be derived from an early delivery of the oats, or assumed the hazards of loss arising from delayed delivery.

For the reasons set forth above the Com'te decides that both the claim of the plaintiffs and the counterclaim of the defendant be denied and that the costs of this action be divided equally between the litigants.



## Buyer's Duty to Examine B/L.

The Arbitration Com'te of the Texas Grain Dealers Ass'n, composed of Tom F. Connally, R. I. Merrill and J. E. Bishop, found for defendant Bishop Mfg. Co., Bishop, Tex., against plaintiff Clement Grain Co., Waco, Tex., alleging that shipment of a car of corn was not made according to routing instructions.

Defendant made affidavit that the letter containing routing instructions never reached them.

The Com'te said it is of the opinion that "it was the duty of the plaintiff, when the B/L was presented attached to draft, to examine same and compare it with their papers or instructions, and if it did not conform to their instructions, the plaintiff would have been acting within their rights to refuse to pay the draft until they were sure their routing instructions had been carried out, and this in all probability would have given the defendant an opportunity to catch the car before it passed the junction for routing by the Rock Island and prevented this loss, and the Com'te is of the opinion that in the failure of the plaintiff to refuse to pay the draft on account of the failure of the defendant to carry out their shipping instructions they accepted the shipment made as represented by the B/L and waived their rights for any loss on account of misrouting, and therefore we find for the defendant, and award that the Bishop Manufacturing Co. does not owe the Clement Grain Co. anything on this transaction."

THE QUALITY of oats arrivals is low and the discount for poor oats is steadily increasing because of their slowness of sale and the constant pressure of holders. Increased activity or a higher range of values is not to be expected until the power of absorption by consumers becomes greater, unless the market is favorably influenced by the speculative action of other grains. Exporters find the Canadian oats a more attractive proposition for the opening of navigation and the demand for earlier loading has not been of sufficient volume to exert a favorable influence.—L. W. Forbell & Co.



New 16,000-bu. Elevator of L. B. Spracher & Co. at George, Ia.

## Handy One-man House at George, Ia.

The new elevator of L. B. Spracher & Co., at George, Ia., has a capacity of 16,000 bus., and is a conveniently arranged and very handy one-man house. It was built by the Younglove Construction Co., and is substantially constructed along modern lines.

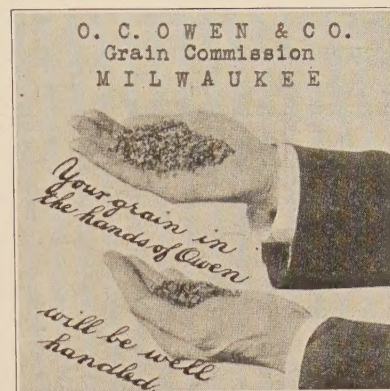
The walls are of cribbed construction, 2x6 in. planks being used for the first 29 feet, while the balance of the 40 feet to the square is completed with 2x4s. The entire house is iron clad. All roofs and sides of sheds and office are of shiplap with paper between the shiplap and iron.

The house is equipped with a Hall Distributor, the elevator leg has 12-inch buckets, and the dump scales are of 5½ tons capacity. It also has a hopper scale with capacity for weighing out 7,500 lbs. The wagon pit is designed to hold 300 bus. An 8 h. p. oil engine furnishes the power. The office and engine room are attached to the dump shed, and the connecting belt runs under the driveway. The dump is controlled with oil controller, and a friction clutch next to the leg controls the drive. The drive to head is pintle chain. Under the leg and pits is a 3/16 in. steel pan, 22x7x8 feet in size, and under floors are cemented so rats cannot dig.

Windows are provided so that there is plenty of daylight around the pits. The house is electric lighted thruout.

The driveway, which is 14 feet wide, is low down, and very easy to drive into, as shown in the engraving.

ONE MALE and one female rat, undisturbed for five years, would produce a family of 940,369,962,152 rats.





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WHEN YOU find it necessary to make a sworn statement of the amount of grain loaded into a car, use our **AFFIDAVIT of WEIGHT** blanks.

They are put up in books of 50, size 5½x8½ inches, printed on white bond paper, machine perforated so they may be easily torn out. Each blank contains the following information:

—being first duly sworn, on his oath says that on the — day of — 191—, he, acting as agent for — at — in the State of — carefully and correctly weighed — draughts on — Hopper — Automatic — Wagon — Track Scales amounting to — lbs. equal to — Bushels of No. — and loaded direct or thru bin to Car No. — Initial — for shipment to Messrs. — at — in the State of — and that said car was in — condition and properly sealed when delivered to the — Railroad; with space for signature of Notary Public.

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## Changes in Rates

As shown by tariffs recently filed with the Interstate Commerce Com'n the carriers have made the following changes in rates:

P. C. C. & St. L. in I. C. C. P-712 quotes rules and regulations governing car demurrage charges applying at stations and sidings on the Pennsylvania Lines, effective March 1, 1916.

C. R. I. & P. in Sup. 36 to No. 28675-B gives local, joint and proportional rates on carloads of grain, grain products, broom corn and seeds between points on the Rock Island lines, effective Mar. 30, 1916.

C. B. & Q. quotes a rate of 13c on wheat from Council Bluffs, Ia., and Omaha, Neb.; to Argyle, Bricker, Macuta, Shopton, Ia., Dumas and Revere, Mo.; and 12c on corn, oats, rye and barley from same points; to same stations except Revere, Mo., effective Mar. 12.

C. R. I. & P. in Sup. 97 to No. 10389-C quotes local, joint and proportional rates on grain, grain products, flax and millet seed, cotton seed meal, cotton seed cake and cotton seed hulls in carloads between points on the Rock Island lines, effective Mar. 27, 1916.

K. C. M. & O. quotes an export rate of 25.7c on wheat and 22.7c on corn from Little Sandy, Aline, Byron, Cherokee, Yewed, Fairview, Orienta and West Cleo; to Algiers, Gretna, New Orleans, Port Chalmette, Westwego, La., Mobile, Ala., Texas City and Galveston, Tex., effective Mar. 18.

L. A. Lowrey, Agt., in Sup. 2 to 20-G gives terminal charges, rules and regulations from or to points within the Chicago district, on out-bound and in-bound freight traffic; also rules governing intermediate service on freight traffic passing through the Chicago district, effective Mar. 22, 1916.

Soo quotes the following rates from Minneapolis, St. Paul, Duluth, Minn., and Superior, Wis.: 42.8c on wheat, 40.3c on corn, rye and spelt, 39.3c on oats and barley and 41c on malt, to North Sydney, N. S.; and 25.8c on wheat, 23.3c on corn, oats, barley, rye, spelt and malt, to Toronto, Ont., effective Mar. 14.

C. B. & Q. in Sup. 26, No. 3457-F and circular No. 112-G is a joint freight tariff naming miscellaneous general rules affecting freight traffic on the C. B. & Q. Ry. in connection with the Iowa & St. Louis Ry., Quincy, Omaha & Kansas City Ry., Rock Port, Langdon & Northern Ry., and the Tabor & Northern Ry., taking effect Mar. 15, 1916.

C. B. & Q. quotes a proportional rate of 13c on wheat only from St. Joseph, Kansas City, Mo.-Kan., Atchison and Leavenworth, Kan.; to Murphysboro, Ill.; also a proportional rate of 15c on articles taking the same rate as wheat and 14c on corn and articles taking the same rate, from St. Joseph, Mo., Kansas City, Mo.-Kan., Atchison, Leavenworth, Kan., Council Bluffs, Ia., Nebraska City and Omaha, Neb.; to Murphysboro, Ill., effective Mar. 1.

Soo quotes the following proportional rates on wheat and buckwheat from Minneapolis, St. Paul, Duluth, Camden Place, Minn., and Superior, Wis.: 16.3c to Lima, O.; 17.4c to Detroit, Mich., Lawrenceburg, Ind., Cincinnati, O., Cairo and Thebes, Ill.; 20.5c to Buffalo, N. Y., and Pittsburgh, Pa.; and 18.4c to Louisville, Ky., and on flaxseed from above points; 22.6c to Buffalo, N. Y., and Allegheny, Pa.; 17.9c to Detroit, Mich.; and 18.4c to Jeffersonville, Lawrenceburg, Ind., Joppa, Ill., and Lima, O., effective Mar. 11.

GEORGE W. BLANCHARD of New York, who has been the acting sec'y-treas. of the North American Export Grain Ass'n, since the death of Frank E. Marshall, has been appointed to that office.

## Crop Improvement.

AT THE SEED CROP MEETING at Sheldon, Ia., recently the farmers with one accord backed up the seed corn test campaign after they heard that out of 92 cribs tested in a certain county, only 36 were found to contain corn suitable for seed.

THE NEW Crop Improvement Bldg., Wheaton, Minn., was dedicated on Feb. 22, the celebration continuing thruout the day. The building, which cost the community \$34,000, comprises three stories, and houses the industrial dep'ts of 10 rural districts, the county farm buro, town library, a public auditorium and a gymnasium. Its dimensions are 130x60 feet. A play entitled "The Barley Money," written by Bert Ball, sec'y, the Crop Improvement Com'te, was enacted by local high school scholars, after which addresses were delivered by many prominent crop improvement advocates.

INDIANAPOLIS, IND., Feb. 14.—Seed oats are alarmingly bad and scarce in Indiana. The highest percentage of germination found by one Indiana dealer in any oats is 77 and some of them run as low as 20%. Too frequently our farmer friends are disposed to sow such oats as they have on hand, which means heavy loss to them and to dealers this year, if extreme care is not exercised in testing every sample to know what it will do. On account of the light wheat acreage sown, the farmers will be compelled to plant a very large oats crop in this state, hence the necessity for all grain dealers to get in touch with them at once, and likewise begin to locate good seed oats ready for early sowing.—Chas. B. Riley, sec'y Indiana Grain Dealers Ass'n.

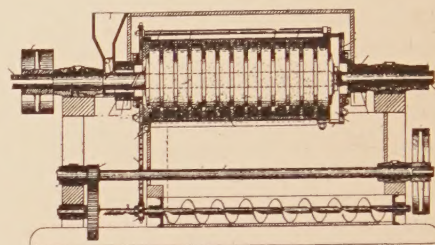
HULL-LESS oats are not recommended by the U. S. Dept. of Agriculture, in a recent circular stating that the yield from hull-less oats is seldom more than half that which can be obtained from good varieties of hulled oats. The kernel absorbs moisture readily and is very likely to heat if stored in quantity. The seed quickly loses its germinating power, being quite similar to rye in this respect. While the naked oat has never been of commercial importance, it has furnished material for promoters and in times past has frequently been sold at unreasonably high prices. From 1870 to 1880 hull-less oats were sold in considerable quantities under the name of Bohemian oats, the price sometimes being as high as 50 cents a pound. Tho this grain was widely exploited for a number of years and wonderful claims were made regarding it, it proved to be of so little value that it soon disappeared almost entirely from cultivation in the United States.

A MOTION to admit imports of wheat from United States into Canada free of duty, made by J. J. Turiff in the Canadian parliament to bring into effect the Underwood tariff law providing for free admission into the United States of Canadian wheat as soon as Canada would do the same with American wheat, was recently voted down.

EDWARD ANDREW, ex-pres., of the Chicago Board of Trade, has been appointed chairman of the Crop Improvement Com'te of the Council of Grain Exchanges by Pres. J. L. Messmore of St. Louis. Edward A. Doern, of Pope & Eckhardt Co., has been appointed vice-chairman, S. P. Arnot, chairman of the Uniform Rules Com'te of the Council and J. C. F. Merrill, chairman of its Educational Com'te.

## Patents Granted

1,170,839. Barley or Rice Huller. (See cut.) John J. Molloy, Stockton, Cal. This is a continuously operative machine, consisting of a rotative cylindrical screen with a feeder at one end and a rotating centrifugal discharge means at the other operative thru an arc above the axis of the huller, and a co-active attrition and screening device provided with means for maintaining a predetermined quantity of stock in transit sufficient to produce the desired pressure on the attrition means, which includes a set of variable automatic gravity



1,170,839.

operated gates for permitting the regular and constant discharge of the hulled kernel.

DOUGLAS & Co., of Cedar Rapids, Ia., are shipping from 8 to 10 cars of starch daily, consigned to London, England, for use in making explosives for the British Gov't. Mr. M. L. O'Meara, representing the company, recently purchased nearly a quarter million bus. of corn in the Omaha market to be used in making starch.

JAPAN's wheat and barley crop for 1915 shows a considerable increase over that of 1914, which was, however, somewhat below normal. The Japanese Official Gazette gives the wheat and barley crop of Japan for the last five years as follows: 1911, 112,134,785 bus.; 1912, 117,084,178 bus.; 1913, 128,242,042 bus.; 1914, 108,760,207 bus.; 1915, 121,748,284 bus.

THE CROP area of the world has increased 7 3/10% on account of war needs, according to the February report of the International Institute of Agriculture. Increases in corn, wheat, rye and oats in the United States and Canada are more than neutralized by a decrease in cultivation in Russia and Austria-Hungary. Forecasts of the wheat crop in Argentina would confirm reports of a great increase. In Spain there is an increase of 6% in wheat, 21% in barley and 17% in oats over the corresponding period of last year.

A CONCRETE HIGHWAYS conference, the second national conference of this kind held in the United States, recently brot out many interesting facts regarding good roads movements at a meeting in Chicago. Good roads as a factor of importance to farmers and grain dealers is obvious, as it facilitates the movement of crops, especially as the practicability of the motor car as a carrier has been amply demonstrated. The conference was composed of municipal officers, highway commissioners and road men of all degrees. It was shown that about 3,000 miles of concrete roads has been built in the country.



# The GRAIN DEALERS JOURNAL.

## Insurance Side Lines Reduce Cost.

The Western Grain Dealers Mutual Fire Ins. Ass'n of Des Moines, Ia., in addition to its regular business of grain and elevators, has been writing town dwellings at the rates published by the Iowa Rating Buro and charges an advance assessment of 66% of the amount of four annuals for five years. The annual rate on frame and stucco dwellings is 24c or 96c for five years. The advance assessment of 66% would amount to \$6.40 per thousand. No additional assessments are anticipated.

Insurance is written on lumber yards, mercantile buildings and stocks, at the rates published by the Iowa Rating Buro and the dividend applied which at present is 33%, saving the insured about one-third.

Insurance is written on automobiles, using the rates published by the Iowa Rating Buro with the application of a dividend at 33%, thus saving about one-third.

Workmen's compensation and tornado insurance are written as agents for the Globe Indemnity of New York for Workmen's Compensation and the Iowa Mutual Tornado Insurance Co. of Des Moines, Ia., for tornado insurance.

ED F. HOLLORAN has been appointed resident agent for the Grain Dealers National Mutual Fire Insurance Co. of Indianapolis, Ind., in the state of Montana, with headquarters at Great Falls.

## Duplicating Scale Ticket Book

No. 62, is designed especially for country dealers who use scale tickets. It is a book 9x12 inches, check bound in heavy board covers. It contains 200 sheets, 100 white sheets being interleaved with 100 manila sheets. On one side of the white sheets are printed 8 scale tickets and the sheet is perforated so that each ticket can easily be removed. Each ticket is printed, ruled and spaced for the following information: Date; Bot of; Price per Cwt; Price per bu.; Driver on, Off; Gross; Tare and Net Lbs.; Net Bus.; Weigher. A sheet of carbon is placed between the white and manila sheets, so that the weigher tears out a ticket and gives it to each driver, retaining a carbon copy of it. 800 tickets in each book with a rubber stamp for quickly filling in name of buyer. Price \$1.25.

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## Grain Receiving Register

This book is designed to facilitate the work of the country grain man in keeping a record of weights of grain received. At the top of the 11 columns are printed Date, Name, Kind of Grain, Gross, Tare, Net, Bushels, Pounds, Price, Amount and Remarks.

Each book has 120 pages, 8½x14 inches, and each page 41 lines, making each book contain spaces for records of 4,920 loads. The book is well printed and ruled on linen ledger paper, and substantially bound in extra heavy canvas covers.

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## 2 plus 2 equals 5

Absurd—Certainly; but no more so than the way many insurance problems are solved. The average man will not make a contract involving \$500 without calling in a lawyer; but will make insurance contracts in any amount with a man who is in the fire insurance business merely as a side line. Is it any wonder that disputes often arise after a fire?

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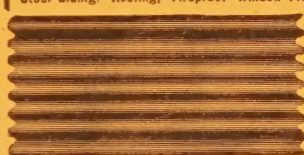
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**Shinn Gets There First**

## Grain Scale Book

Form 23 is an Indexed Journal, keeps a record of 10,000 wagon loads. Each man's loads are entered on his page. It keeps a record of scale weights. From it both debits and credits are posted to ledger, crediting the customer with the amount received and charging it to the grain's account.

The book is ruled with column headings as follows: Date; L. F.; L. F.; Kind of Grain; Remarks; Gross; Tare; Net; Bushels; Pounds; Price; Amount.

The book contains 240 pages, size 10½x15½ inches, of Atlas linen ledger paper. A 28-page index in front. Extra heavy cloth covers with leather back. Price, \$2.50.

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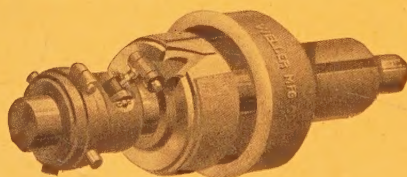
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